MAR 20 1922

SPRING ANNOUNCEMENT NUMBER

THE Publishers' Weekly

The American Book Trade Journal

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English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. CI. NEW YORK, MARCH 11, 1922 No. 10

The Novel of the Spring

SAINT TERESA

By Henry Sydnor Harrison

"I *knew* the furnace was out— I *felt* the house grow cold— And still I couldn't leave that book"

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Author of "Sisters-in-Law," "The Conqueror," etc.

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Publishers FREDERICK A. STOKES COMPANY New York

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The Chronicles of Chicora Wood

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Published in May

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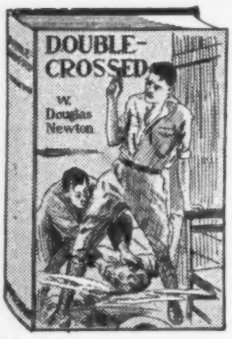

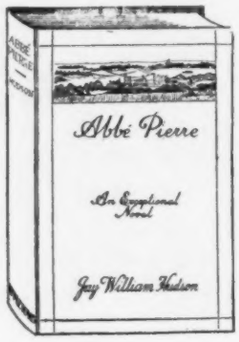

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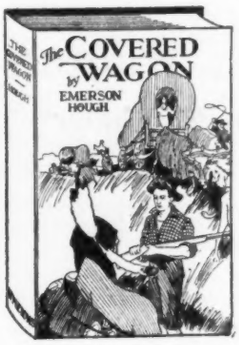

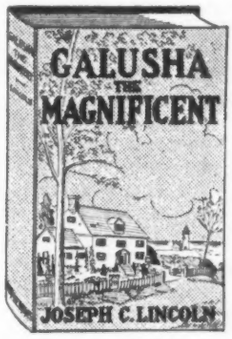

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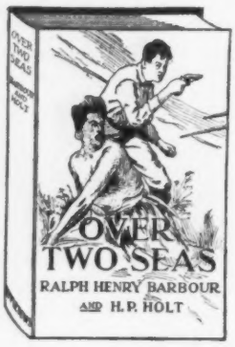

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By Arthur Pound

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Publication date April 15 Price $1.75

FINDING YOUTH

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Every person to whom the certainty of age recurs as a haunting spectre to dim the brighter time of youth and maturity should read this story of a man who found himself after the world had discarded him, a man who has "come back" and who has determined to share his secret of living with all who will profit by his experience. The appeal of this book is as universal as the problem of age itself.

Publication date March 15 Price $1.00

A GLANCE TOWARD SHAKESPEARE

By John Jay Chapman

Shakespeare, his poetry, and his plays are a seemingly inexhaustible store of riches, in which scholars of every age have delighted to delve.

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Publication date April 1 Price $1.25

CONSOLATION

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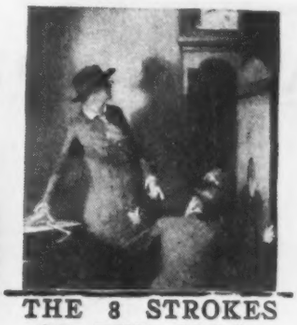

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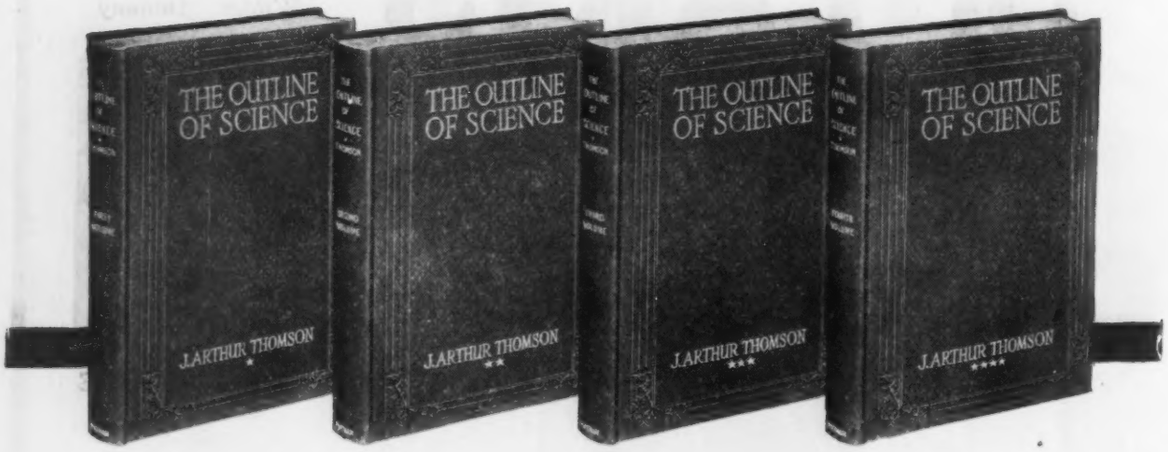

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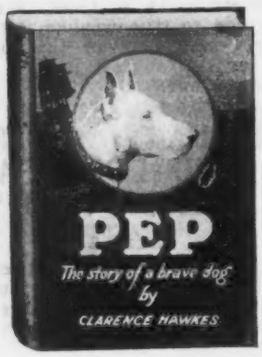

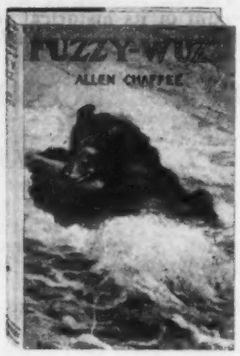

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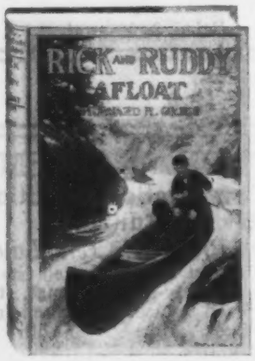

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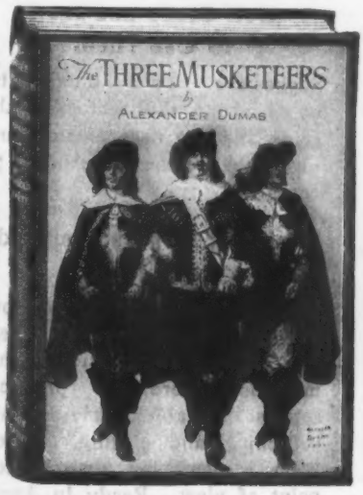

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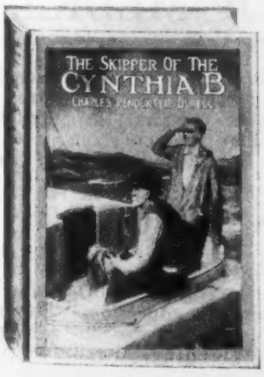

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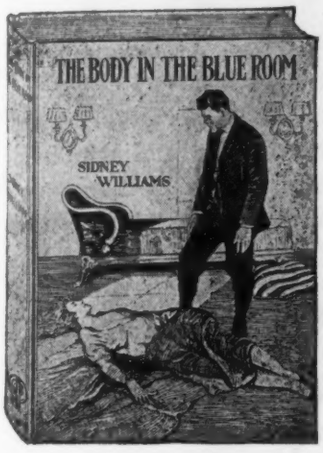

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[Letter continued on third page following]

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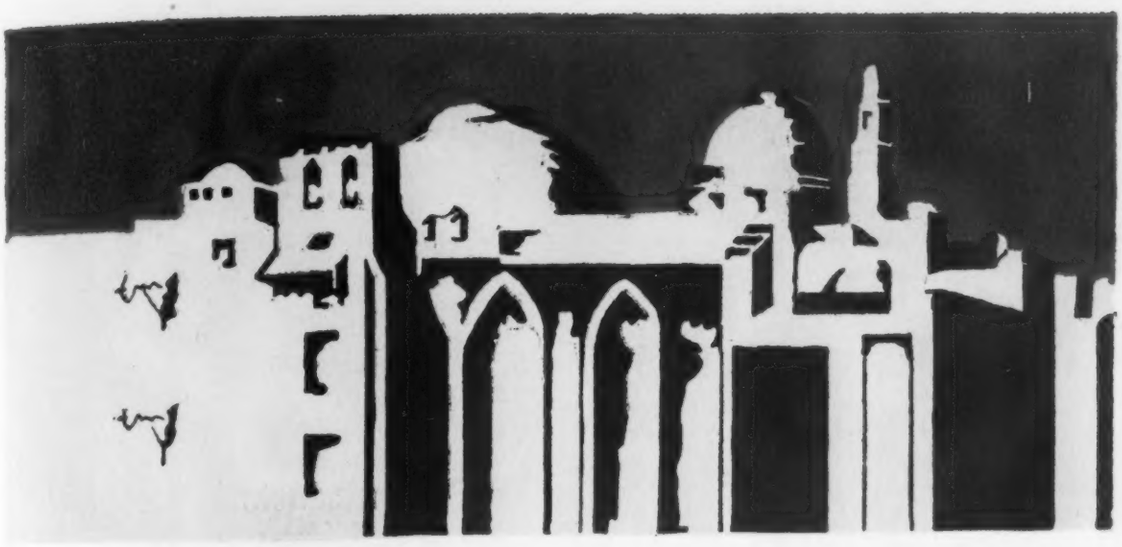
Faithfully,

Horace B. Liveright

P.S. Good old Hendrik Van Loon tells me to ask you to be sure to look at the two preceding pages.

REVELATION



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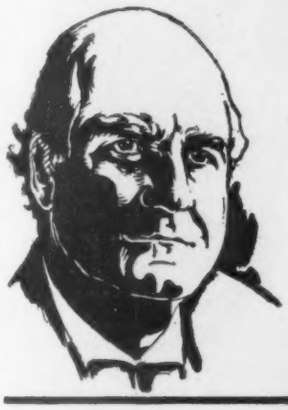

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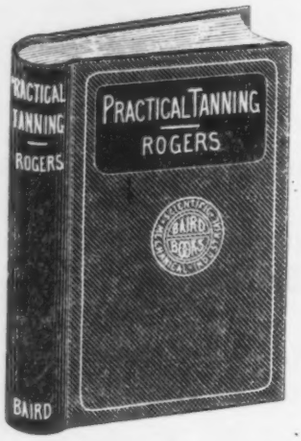

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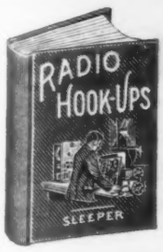

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

March 11, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

How the Tariff Stands

THE Republican members of the Senate Finance Committee in closed sessions are writing a new tariff to be presented to Congress. Democratic members are as much outside of the confidence of those writing the Bill as the public itself. The press news from Washington seems to indicate that the Bill is likely to be drawn with the duty levied on the American wholesale price rather than on the invoice price or American valuation. In the case of books, the American wholesale price would greatly increase the duty, as has been pointed out in detail to the Congressional leaders.

Booksellers, especially those in states having Republican members on the Senate Finance Committee would do well to use any means in their power to bring the situation to the attention of these senators, according to the outline printed in the PUBLISHERS' WEEKLY of February 18.

The Republican members of the Senate Finance Committee are:

Porter J. McCumber, North Dakota; Reed Smoot, Utah; Joseph S. Frelinghusen, New Jersey; Robert M. La Follette, Wisconsin; William P. Dillingham, Vermont; George P. McLean, Connecticut; Charles Curtis, Kansas; James E. Watson, Indiana; Willam M. Calder, New York; Howard Sutherland, West Virginia.

John Macrae, Vice President of E. P. Dutton & Company, was again in Washington before sailing for Europe, and Ward Bonsall, attorney-at-law, 605 Southern Building, Washington, has been closely following the book-trade's interest. Dr. M. L. Raney, representing the libraries and educational interests, was again in Washington the first of the month.

With the strong pressure on the Republican Congress to produce something in the way of a Tariff Bill, it may be that when this new revision is produced they will be able to get quick action from the two houses in spite of reported disagreements between House and Senate. If this is so, the book-trade has never faced a more crucial situation, with the rare book business being threatened with tremendous handicaps with the duty as levied, the foreign book business in an equally unfortunate situation and the new book business placed under handicaps just when international exchange in ideas is of all things important.

F. M. H.

Spring Book Production

THE list of spring books covering all publications from the first of January up to the summer months as far as can be foretold, consists this year of a little over two thousand volumes. This is practically the same number as contained in the announcements of 1921. Both these figures are slightly less than some of the totals of previous years and indicate that the publishing world is taking commendable care in the selection of new titles, so that while the market for books increases the number of titles for the bookseller to handle has not increased.

The spring season has greatly increased in importance in the last few years, as publishers have shown a very marked inclination to spread the business thru the year and have put onto spring lists titles of importance equal to the fall announcements. This policy has been justified by the results so far obtained.

Price Maintenance

WHILE the booksellers, as has been indicated by the letter published last week from C. E. Butler, are actively to discuss price maintenance and its importance at the Washington Convention, there are new aspects to the problem that are coming to the front and new and different ways in which the books are being offered below the announced price. Books are, of course, among the few items of merchandise that are always advertised with a price attached, so that variations from these announcements are very quickly noted by the public. It is this fact that makes them so frequently used by department stores as a means of suggesting to the public that they are in the habit of selling below other people. Today, Philadelphia as well as New York is suffering from a threat of that kind, as Snellenburg's department store is now featuring some of the leading fiction.

Philadelphia is also responsible for the new cutting in fiction thru the *Ladies' Home Journal,* tho the effect of this naturally goes thru the country. The last text page of the March number carries this heading, *"Let Us Make You A Present of These Books Cost Free To You."* Then follows a list of eight books: "The Girls" by Edna Ferber, "Her Father's Daughter" by Gene Stratton-Porter, "Alice Adams" by Booth Tarkington, "Main Street" by Sinclair Lewis, "The Brimming Cup" by Dorothy Canfield, "The Mysterious Rider" by Zane Grey, "The Obstacle Race" by Ethel M. Dell, "Dangerous Ages" by Rose Macaulay. Any of these will be sent postpaid for $1.50 in connection with a new subscription for the *Ladies' Home Journal.* The bookstore would have to sell them for about $2.10 postpaid without the magazine. The advertising texts reads:

"Just take your choice of any or all of these books—each among the most widely popular of the day. We have culled the whole field of current fiction to select the books you will want to read and own. They are all new—the original editions of the first publishers, not later cheaper reprints. Already they have been read by thousands upon thousands of people who have been glad to pay the full book-store price for them. There is only one reason for their immediate wide popularity—they are big, interesting, worthwhile books; the sort you will want to read and re-read; the sort you can feel proud to present to any relative or friend. And you may have any or all of them, absolutely *without charge,* if you will follow the simple instructions given below."

The booksellers, in commenting on this, point out that the reason they are "the most widely popular books of the day" is that they have been made so thru the bookstores. They argue that if the book's reputation is made thru the bookstore, no journal for the sake of increasing its circulation should buy them any cheaper than the bookstore buys them, which would prevent, they point out, any such offer as the above. They feel that those people "who have been glad to pay the full bookstore price" will next time wait a while before buying.

Within a few weeks, one of the prominent religious papers which had not previously specialized on books announced that it would give to any minister who was a subscriber a book service that would include a special discount. It was felt by those who saw the announcement that the editor did not realize how much the book-trade had at stake in avoiding a drawback to the old discount to ministers condition, and a letter explaining the situation, written by President Herr of the American Booksellers' Association, brought a very courteous acknowledgment from the editor, who agreed to give up his plan.

In an advertisement of *The Independent and Weekly Review* in the *Yale Review* of January, the following paragraph is found:

A Secret

"We can only whisper it in your ear in strict confidence: From the moment you become a subscriber, you are entitled to liberal discounts on *all* your purchases of books—books of *any* kind—so that in the course of a year you are quite likely to get back considerably *more* than the cost of your subscription. We'll tell you about it the moment you become a subscriber."

Foreign Exchange and Books

EVERY industry that has any international business has reason to be pleased with the rapid progress that has been made since the first of the year in leveling up the rates of foreign exchange, and this is particularly true with a business like the book-trade, whose relations are largely with countries where the gains have been substantial and well sustained.

Pounds sterling are now at about ten per cent discount on the dollar, which is a tremendous gain when compared with the condition one year or two years ago. This has the effect of making the books imported cost more on this side, but it paves the way for more interchange of selling, the only sound condition in the long run, and it makes possible the sale of more American books in England which was not largely possible under the depreciated exchange. The gain in Montreal exchange is also very marked, and, instead of a thirteen or fourteen per cent discount, as would have prevailed a year ago, the rates are now at about two per cent discount. Canada is a very large buyer from the American market because of its proximity to this source of book supply and because the type of book published here and the form in which it is published proves attractive in the retail stores of Canada. Under the depreciated exchange, it was difficult to maintain a parity of price on both sides of the border, and it gave the Canadian publishers and jobbers a decided preference for English editions when suitable. Many American publishers have carried credit in the Canadian banks, in order to make trading in that direction easy and are now repaid for their care by the gradual approach to par. The improvement in this Canadian rate has, of course, been partly accomplished by the gain in English exchange. Under normal conditions, Canada accumulates large credits in London for goods exported there, which she used in New York for goods purchased here, so that London becomes an intermediary in leveling the exchange.

Who Reads Business Books?

By Ethel Cleland

Librarian of Business Branch, Indianapolis Public Library

THE pert answer to the question "who reads business books?" is the obvious one, "business men." It is fatally easy, unfortunately, to label and even visualize groups, To how many must the term "business man" bring promptly to mind the cut of the prosperous looking, well-dressed individual who, before a background of efficient office or busy city glimpsed thru an effective window, is dictating to an attractive and equally well-dressed stenographer or handing undoubtedly important papers to an alert subordinate, again well-dressed, with which magazine covers and advertisements have made us familiar to the point of satiety. Yet everyone knows perfectly well that aside from some general basis of classification as "those engaged in the production, buying and selling of goods," business men are no more cut on a single pattern than any other large group of human beings and that they are distinguished individually from one another by decided differences in character, temperament, taste, aspirations and needs.

The question "what kind of business books are most in demand?" would be an easier one to meet. The answer is, without hesitation, *the practical book on the specific subject.* In the presence of an assemblage of business books, most business men are immediately and strongly attracted to the ones that deal with their own kinds of businesses or those closely allied to them.

Degrees of Popularity

Thus it can readily be seen that books on accounting, salesmanship, advertising, credit, business letters, office organization—the books, in fact, that treat of functions common to practically all forms of business—are the most popular in a library of business books, simply because they discuss the problems with which a majority of those in the business world are engaged. On the other hand, a book on the duties of an executive in a large organization would be most in demand by the comparatively small class of executives and those definitely in line or ambitious for the higher offices. It would probably be conservative to estimate that a good book on selling would be asked for twenty times when a book, telling how to organize a corporation—perhaps a better book intrinsically—would be asked for once, the explanation of course being that there are more men in the selling game than there are men who are organizing and financing new business.

But considering the readers, not the books, the librarian of the business branch of the public library of a mid-west city, after four years' experience with business books, can say without hesitation that the users of business literature divide up naturally, in her mind, into three large but rather ill-defined groups.

Advantage of Selection

A man was noticed at frequent irregular intervals wandering around the single room of this business branch library, examining thoughtfully the books on the open shelves here and there, taking occasional notes of them, but never borrowing a volume. A chance question on his part gave the one in charge the desired opportunity to ask if he did not want to borrow some of the books in which he seemed so interested. His reply was in the negative, but he went on to explain that he was only in the city as his business brought him there from time to time and that, having once stumbled by the merest chance on this specialized collection, he never failed to drop in whenever he had an hour to spend to look over the books. His home city was a large one with a public library proportionately large where he found it difficult to get into direct contact with books as he was able to do in this smaller collection. The notes he took were just memoranda of authors and titles of books he thought he would like to read and, armed with these, he could approach his own more formidable library and boldly ask for what he wanted.

There is a moral, of course, in this little story of which both booksellers and librarians are already cognizant—the desirability of making readily accessible in classified groups the books in stock.

But further, this man typifies a large and very interesting class of readers of business books. He is the man who *likes* to read, who wants to know, who has the habit of going to books, not merely for his own particular problems in business, but for more than that, for the broad background that knowledge of general business and of other people's business gives, and for real enjoyment, to him the pleasantest way of passing the leisure hour. He is as interested by a new book on direct advertising as he is in one that analyzes forms of investments altho he may be only indirectly interested in advertising and neither a bond salesman nor an investor. Discussions of plans

for better sales organization or up-to-date methods in factory personnel work are equally alive to him and no one but himself knows how much of what he reads goes immediately or ultimately into his own business. He stimulates librarians to order new books promptly and gives them valuable aid by his estimates of the books he reads, criticism which, while not always that of the expert or specialist, is criticism very much worth while, that of the intelligent reader. One readily suspects him of being a reader of other than business literature, that he likes the latest good novel or volume of essays, a book of travel or biography. He is, in fact, the man whose strong intellectual curiosity finds its satisfaction in the printed page and he offers no problem to the dispenser of books.

The Man Who Wants to Know

A step lower, at least in catholicity of taste, than this man who wants to know, but a reader to be taken just as seriously if not more seriously, is the man who can be roughly classed as the ambitious reader. He is drawn to books, not from love of reading—do we all realize what an acquired habit reading is after all and what a wonderful one?—but from an honest conviction that he needs what books can give him whether he is going to enjoy the process of absorption or not. Prompted often by a consciousness that he has missed what many obtain in the ordinary progress of education or perhaps in contact with others coming to a realization of his own limitations, he feels keenly the lack of an intellectual background, of a broad view of business, something beyond his own immediate job, which he has been told reading supplies. Sometimes he is following a prescribed course of business reading or is taking outside of work hours a course of study for which collateral reading is suggested. He is a much-to-be-admired reader of business books for he is struggling against handicaps, the strongest of which is that usually he is beginning rather late in life to read and is finding what should be a pleasure and a relaxation, a task and what should be easy, up hill work. But he gets much out of his reading if he is dogged enough to persist and he stands a fine chance of developing into the kind of a reader described above to whom books and reading are necessities of life like food and clothes.

This type of ambitious reader is often drawn at first, when he ventures beyond the books on just his own line of business, to those books which, unfortunately and for want of a better term, are called "inspirational books." Designed to encourage latent qualities of ambition, self-confidence and personal efficiency, these books form a strong group in themselves but they serve an added purpose in a business library as a sort of bright bait to lure on to more definite and substantial books those not in the habit of reading. Another popular entrance to the rich field of business literature is thru the gateway labelled "psychology." This word alone has achieved a remarkable power of fascination in many lines of modern literature but in none more so than that of business writing where its inclusion in a title insures that book from ever standing long idle upon the library shelf. And isn't it a really wonderful thing that books that treat of the science of the human mind as it is definitely applied to the dealings of the business world should be read with such avidity by men who are for the most part not accustomed to theorizing or analyzing but whose daily concern is with practical processes and actual results? Perhaps just there lies a lot of the fascination—that we all, even if not habitual readers or students, have formulated for ourselves our own little home-made system of the basis of human relations and are thrilled to meet in books, frank, open talk of the power of one human mind over another and illuminating explanations of our own mental processes.

A Direct Answer

The third class of borrowers of books from a business library, as they seem naturally to group themselves, is the most interesting and equally the most difficult group. It consists of those who come to books for a direct answer to a direct question. They are not users of books from habit nor do they cherish ambitions to become so, but, having acquired a new job or seeing an opening for one a little better than that they are holding, or having stumbled across something in their daily work that they don't understand, they turn to the library for help. A librarian trembles before their insistent demands, is depressed in spirit if she has to send them away unsatisfied, but rejoices greatly when she can place in their hands just what they came in for, confident they would find. Resentful when books fail to supply him with just the tool he wants, this type of reader often fails to revisit the library, but, once let a book gain his confidence by having there on the printed page his very problem—only stated more clearly than he can state it—and its solution, back he will come again and again, the best kind of a library "booster," bringing in his train his friends and office companions. He offers good material for graduation into the class of the ambitious type of reader to whom books represent a broad general object rather than just the specific answer to an occasional question. And he may even, as years and experience increase, find himself reading because he

loves to read as well as for what he gets out of reading in the way of practical help. For he, this man who runs with his little problems to books to get them solved, is more often than not a young man in the beginning of his business career, in what is called the more or less plastic stage, who may,—who knows?—become a broad minded understanding leader in business. Surely he stands a better chance of doing so, if he has had the good fortune to become familiar with good books on business than if he had remained a stranger to their wealth.

One more question—"Are men reading more business books than they did formerly"? Yes, in at least one city and in one library. This business branch library, some of the experiences of which have been here recorded, has just celebrated its fourth anniversary and comparing its first month's record to its last, there is a 651 per cent increase in the number of persons making use of the library for reading and reference and a 430 per cent increase in the books loaned out from its shelves. So it can give an emphatic affirmative.

Publishing Today

By Jonathan Cape

AUTHORSHIP has fallen on evil days so far as material rewards are concerned—at least that is the view which is expressed very generally whenever the immediate prospects of book-publishing are discussed. A few fortunate ones have big incomes, but for the rest there is scarcely the bones of a living to be had.

To get published, to get one's admission into the circle of those whose work is available between covers, may be difficult, but not as difficult as in Borrow's day, because there are more publishers, and while there remains a publisher still untried the spirit of hope is not entirely extinguished. Borrow, who only had a limited field to cover when he tried to place his book, found the publishers rude, unreceptive, and boorish; the only ones who gave him ear were averse to his MS. and wanted something entirely different from what he had to offer.

The literary agent, now an established institution, is usually willing to try and place anything which looks like a book. His close acquaintance with the personnel of publishing houses, and the quickly-changing circumstances of the book world, is at the service of both the tried and untried author. Curt refusals and conventional expressions of interest but regret, which alternately depress or encourage the author, cut no ice with him, he doggedly circulates the typescript until sheer wear and tear to the paper of it brings him to a halt.

The method is very useful, particularly to the obvious sort of mss. The piquant and the scandalous invariably find a home with some publisher. The sounder and less attractive do not so easily get careful consideration. But the intelligent agent knows his man and sends out less obvious typescripts to the patient and individual publisher whom he knows will look for gold in the rough and not expect it to be already minted and milled. There is very little likelihood to-day of genius going unpublished, or of decent respectable talent remaining unprinted, but there is every chance that it may be neglected, altho published. Publishing is no longer, if it ever was, a mere question of discovery of talent. To-day, a publisher's hardest work is selling his books. Production costs and overhead charges necessitate a larger sale for each book. Speculation on the part of the bookseller is almost non-existent, and the margin of profit, which a few years ago was his only if he plunged heavily, is now secured to him with little risk. Unsold stock the bookseller has still, but it is more often the result of waiting for purchasers, or too diffusive buying in small numbers on the chance of a book being called for, than receptivity to the publishers' fresh enterprises.

The daily press, which at one time reviewed books seriously and critically, has almost ceased to do so. Such notice as is given tends to give readers the cream of the book, and so save them the trouble of reading it. Advertisement rates have increased to such an extent as to be practically prohibitive. Books are not now *reviewed* by the newspapers; they are paragraphed or else *featured*, and only those which have a "news value" receive attention. The chatty and scandalous are thereby given undue prominence, while the more weighty and thoughtful are neglected altogether.

This is bad for the intellectual life of a country, and puts a premium on the superficial. Thought is discouraged, and in its place there comes gossip and chatter engendered by a continuous reel of pictorial impressions.

The literary pages are a feature still of some papers. The weeklies attempt to deal justly by the more important books as soon as possible after publication, but very little is being done to inculcate a real love of books and the desire to possess them. After all, it is due to the au-

* This article by one of the newer London publishers is reprinted from The Literary Year Book of 1922.

thor that his book should be bought, not merely talked about and read only when it can be borrowed. We owe it to the author, particularly if he is a friend of ours, to buy some of his books. Authors have not an unlimited supply of copies of their own books to give to their friends, and they not infrequently have bills to pay, and food and clothes to buy, like other people.

Why Men Are Publishers

The number of new books, and the variety of people who write, would appear to be evidence of a prosperous state of things in the fields of authorship and publishing. So, too, might be reckoned the number of young publishers who, like myself, have only a few months instead of many years to their account since they were founded. This prosperity is more apparent than real. Men and women are in authorship or publishing not because of the chance of securing rich reward, but because they cannot help themselves, they have it in their blood. They have been drawn to it, and it is absorbing all their thought and attention. Generally, however, this attention is devoted to producing books, and the question of selling them is considered to be the province of the bookseller. The author veteran, or tyro, is always on hand with mss., which the publisher is invited to read or consider. The publisher is always seeking for that book which will do him credit as well as put a lining in his pocket. The actual contact with the public is thru the bookseller, and it is he who has to meet and answer all the complaints, to give information gratis, and to bear the brunt of the public's dissatisfaction with shoddy production and inferior value. The number and variety of books published tend to make the bookseller what he is to-day—a book distributor, not a book seller. To the bookseller a "good" book is a book that sells, or rather a book that the public comes and asks for. Books go, or they don't go. Why the public ask for some and not for others is vaguely supposed to be connected with the book's quality. The truth is that everyone who likes books is a bookseller. The critic whose judgment is followed is a book seller. The publisher, who advertises cleverly, who "puts a book over" by studying all the conditions favorable for publication, and works up the public's interest in his authors and books, is the real bookseller. The individual bookseller, who is the friend of his customers, and studies their tastes and provides for it, and stimulates their interest in books, is a real bookseller, but conditions tend to make him rare.

A new spirit must come into the relations of the three branches. Author, publisher and bookseller must get together. The competition of other interests and distractions has to be met, and it can only be done by all three setting themselves to sell more books and working together for the common end. If authorship is to enjoy the fruits of its labor, a campaign to work up an interest in books must be put thru Too few books are sold. The indifferent general public must be worked upon, and books must be presented as desirable and important possessions to be bought at any time or season. Advertising and publicity will change the life and habit of a nation, and a new policy of concerted publicity would be justified by the eventual return.

The real awards of authorship are not material ones, but the wherewithal to live must be secured. Motor cars and other flesh pots are for the signal few who are lucky enough to be unusually successful. Popular success is its own reward, and those who obtain it usually find that most other things worth having have been crowded out by it. What authorship does need is a sense of security so that there is freedom to give out the ideas which call for expression. The author wants to render life as he sees it, and to have a reasonable chance of a critical hearing from the intellectual few, and a certain measure of attention from the majority of his fellows. Authorship wants to be rescued from the position of paid entertainer dependent upon chance pennies thrown into a hat. The manufacture of artificial situations based on falsity of sentiment because of a supposed demand for only such wares, is scarcely a dignified or important occupation.

What Publicity Can Do

The bookstalls are crowded with books, their dust-covers decorated with impossibly beauteous maidens, and with square-jawed men in furry trousers, spurs and sombreros.

The public does not seem anxious to buy, and as nothing else is available it passes by after a steady stare which begins with interest and ends in indifference.

As its taste is interpreted by the corporations who have a virtual monopoly, and who claim to know and only provide just what the public wants, these are the books and journals the public require. The public does not want them, so buys chocolates, goes to the cinema, or looks at a "snippets" journal.

Publicity can change the habits of a people. Suggestion will make people cheer or hiss at the will of those who control the medium. A concerted movement could be set in motion which would make books a real source of interest to the mass of the population, and the buying and possessing of them a common habit as natural as spending several shillings on a seat at the cinema or the music hall. Let authors, booksellers and publishers get together. The machinery is already in existence with the respective associations, Authors' Society, Publishers' Association, and the Booksellers Association A joint committee in permanent session work-

ing whole-heartedly together, could devise means to increase materially the sale of books.

The sale of books in this country does not compare favorably with other countries. America is ahead of us, not only in the number of books bought, but in the variety of books produced. There is better team work over there. They "get together." Intensive labor by authors, journalists, publishers, and booksellers has resulted in books having a place in the life of the people of the United States which will tell increasingly as time goes on.

It is for us to be up and doing. Books should be bought not borrowed. If sales could be increased prices would go down. Putting prices down will not increase sales materially. We want better produced books. Slipshod printing and shoddy production have been accepted as inevitable, as a legacy of the war. There is no longer any excuse for it. Careful printing, good paper, and tasteful binding should be insisted upon. They are still obtainable.

College Men's Reading

HAROLD Spender's lament in the *Fortnightly Review* that "Oxford's educational habits are still curiously tempered by a neglect of the habit of reading the printed word" has drawn forth the comment in the *Harvard Alumni Bulletin.*

"May not the same criticism be applied to Harvard? The undergraduates who read widely and well are few in number. A certain amount of reading is necessary in order to pass any course, yet this amount is often surprisingly small. The student who takes copious notes of an instructor's lectures may sometimes dispense with supplementary reading entirely.

"Evidence afforded in courses in English composition indicates that many undergraduates do not open books at all, other than those that constitute "required reading." Nearly all of them read the *Saturday Evening Post;* most of them read some newspaper. Comparatively few avail themselves to any notable degree of the facilities offered by the largest college library in the world. Comparatively few read books that furnish more than passing entertainment.

"The requirements of the general examination for those who concentrate in languages will remedy to some extent the deficiency. But for those who do not specialize in languages there is no compulsion and no incentive to read. Time given to books does not seem to many a youth likely to advance his purpose. The athletics, the clubs, the competitions supply for him the main values of a college education. His classics—we do not mean to be disparaging of them—are O. Henry, Kipling, and Stevenson.

"How shall the young man be made to read? It seems to us one of the important educational problems. We are disposed to echo Mr. Spender's words: 'Do not let us moderns cultivate too much intellectual pride; for however much we may have multiplied our studies, can we say that we study with the depth or earnestness of our ancestors ' "

The Bookplate Annual for 1922

IN the "Bookplate Annual" for 1922, edited by Alfred Fowler, Gardner Teall writes on the chiaroscuro bookplates of Allen Lewis; and Alexander J. Finberg has written an interesting paper on the Sturge Moore bookplates illustrated by eight of the artist's best designs. Bookplate collectors will be interested in the Bookplate Exchange List which includes the names and addresses of more than sixty collectors of bookplates, with notes concerning their specialties and what they have to offer in exchange. A complete catalog of the Seventh Annual Exhibition of Contemporary Bookplates is presented, illustrated by the designs winning certificates of award. The awards of the jury are set forth in detail. The catalog forms a valuale record of practically every bookplate designed during the last year. The book is large quarto in size, printed on Old Stratford paper. The edition is strictly limited to five hundred copies.

The Authors' League Fund

THE Authors' League has had since 1917 a fund for the assistance of needy and incapacitated authors, artists and dramatists. Until very recently almost all the contributions have come from within the profession but this year has brought an unusual number of calls for help and it has become necessary to raise more money to enable the fund to continue its work. A series of lectures has been started for the benefit of the fund. The first of the series was given at the Hotel Plaza by Winston Churchill, the American novelist, on "The Nature of the Creative Mind." Joseph Pennell, the artist, will lecture later in the month.

Charles Scribner and Frederick A. Stokes are on the Authors' League Fund Committee.

Sucessful Slogans

IN the John Wanamaker, New York, Book Department, slogans adapting the ubiquitous "Buy A Book A Week" have been invented, reproduced and successfully displayed. Two of these read:

Interest Your Children in Reading
Buy Them a Book a Week.
Start a Library in Your Home
Buy a Book a Week.

Successful Bookshop Publicity

A Survey of One Effective Method of Retail Advertising

[EDITORIAL NOTE.—More than 25 years ago or to be exact, bearing date of September 1, 1896, the first issue of *Books of the Month* appeared under the title of *A List of New Books.* It became in later years *The Latest Books* and yet later adopted the title of *Books of the Month.* It appeared first as a single sheet broadside then as a pamphlet of the size and shape in which it appears today and which has proved to be most effective. In these 25 years there have been many editorial changes that have made the publication more efficient for its purpose and one change of ownership when in January, 1920, it came into the group of booktrade periodicals published by the R. R. Bowker Company.

The fundamental purpose of *Books of the Month* is today what it was 25 years ago "to make available to the retail bookstore the most efficient and effective form of publicity at the least possible cost" It was the first imprinted book bulletin to appear and thru the many years of its publication has been used by a growing group of retail booksellers in ever increasing quantities. Never for a day has it lost its leadership among imprinted book bulletins, either in number of dealers using it or in number of copies circulated. This month 309 dealers in 176 cities of the country are distributing in excess of 115,000 copies.

Manifestly, it is important that the trade generally should know just how this type of retail publicity is used; that booksellers everywhere should consider ways and means of applying this type of advertising to their own particular publicity problems. In order to make available to everyone the present practical methods used by dealers in the distributing of book bulletin lists of which this medium is the type, the following article is presented.]

BOOKS OF THE MONTH

The Bookbuyers' Guide

62 West 45th Street New York

The questions listed below are suggestive ones and wherever you can amplify story or give additional information, it will be appreciated and will help us gather real helpful facts which we will be glad to pass back to you.

How do you distribute BOOKS OF THE MONTH?

(a) As enclosure?

(b) Separately by mail?

(c) Store distribution?

Where did you get mailing list? What was source of your addresses?

How do you get new names?

How do you eliminate names?

Is your list classified? How?

Do you keep record of sales? How?

Do you send marked copies?

Do you send special letters?

Do you enclose return order forms?

Your own?

Publishers' ads?

Are booklets handled from a central desk or is some special individual in charge of this distribution?

Do you enclose other literature with booklets?

What, in your opinion, is the relative importance as to retail advertising method?

Newspaper ads?

Distribution of Lists (Direct-by-mail)?

What suggestions for practical advertising-by-mail methods can you offer?

QUESTIONNAIRE RECENTLY SUBMITTED TO BOOKSELLERS BY *Books of the Month.*

THE questionnaire as reproduced in miniature on the preceding page was recently submitted to booksellers in every section of the United States. They represent the large store and the small, the bookshop and the book department. These dealers spend in the aggregate in excess of $21,000 annually to secure simply the imprinted copies of this one booklist. In addition they must make an outlay for special envelopes, for postage and allow for mailing time and individual attention, so that the total amount of money spent in this single form of advertising is at once a guaranty of its seriousness and a surety of its effectiveness, since it has been so long maintained.

About 73 dealers reported in all or in part as to details of this questionnaire, and a summary of their answers is here recorded:

Methods of Distribution

Three methods of distribution are employed (often in the same store), but it is worth noting that the largest number of dealers (54) distribute their lists separately. Separate mailing requires a special mailing list and is the safest and surest method of getting book information to every person who is buying or who may buy from the bookshop. Often the best book buyers are missed by any other method. The next most used method of distribution (51 dealers report), is inside the store, where copies are so placed as to be picked up by customers, and clerks are urged to hand out copies or include them in packages. A smaller, tho considerable number (38) distribute this envelope-fitting booklist as an enclosure with letters, bills and statements sent out to charge accounts. This method makes use of regular postage as a carrier without extra cost and makes postage expense an asset. It is the least expensive method, tho good customers or prospects may be overlooked for an extended period—and cash customers, entirely.

Source of Mailing List

Since the predominant method of distribution is to a separate mailing list, it is important to note sources of lists. That named by practically all reports answering this question is the most natural one—*customers*. Forty-five dealers indicate that they started their lists from this source. "Get the names of your customers" has been an important slogan in sales methods and it is here indicated as the chief method by which successful bookstores secure and build up mailing lists. Other sources of mailing lists indicate especially the local telephone books (9 dealers indicate this) city directories (5 dealers), local club lists, church memberships and other special lists, as well as names secured by careful scrutiny of society and news columns of local papers.

Sources of New Names

These drop quite naturally into the same groups as sources of original mailing lists. Reports show that the same methods are employed for securing new names as for original lists. New customers and new accounts are the chief sources of new names for mailing lists. Names are also secured by solicitation of local lists of clubs, societies and individuals. Many dealers send special cards of inquiry to prospects asking if they wish to have catalogs of books sent them. Those specifying that they do are added to the list.

Eliminating Names

It is quite apparent that the chief reason for the elimination of names should be lack of response on the part of persons addressed and this is the basis on which lists are trimmed, but the length of time allowed the customer or prospect to secure advertising literature before responding to it varies from as much as three years to as short a time as thirty days. Thirty-four dealers report that they "work" their mailing lists by their ledger accounts.

Other methods of "pruning" and controlling the list are:

1. The elimination of such names as the Post Office returns with indication of change of address, removal or with other reasons for non-delivery.
2. Many dealers make special solicitation of their whole list from time to time and usually supply advertising literature to those who request that this book information service be continued.
3. Local newspaper notices such as removal from locality or death, are watched and the list is made to conform with facts.

Is the List Classified?

Most of the dealers do not classify the lists, but nineteen reports indicate that lists are classified. These fall generally into the classification of types of literature (fiction, biography, history, etc.) Names are filed as they are interested in specific types. Other methods of classification are alphabetical by post offices by types of individuals, (heads of families, children, teachers, etc.) and by regular or occasional buyers. Thirty-five dealers report that they do not classify their lists.

Record of Sales

So many dealers indicate that the basis of elimination of names gravitates about the question of responses, that it is surprising to note that so few (20) keep special sales records

of returns from direct advertising. Forty-one say they do not keep special sales records. Those who do keep sales records generally say that they are kept on special cards, or on the mailing list cards so that every sale that can be traced to advertising-by-mail is credited exactly. Others keep a special sales book or special sales slips, segregated, for all mail orders secured by direct advertising. It should be noted that it is impossible to check up and record all sales due to this advertising for many sales are made in such manner as to make record of source of sale out of the question. Enough direct returns are indicated, however, to justify great faith in the advertising method.

Marked Copies

Very few dealers indicate that they go to the trouble of marking copies of the booklist, tho a number (15) do so and are enthusiastic about this approach toward personal appeal. Many of those reporting that they do not mark copies express the belief that it would be profitable.

Special Letters

The majority of the dealers (35) indicate that they do send special letters, either with the booklet or separately, to their customers and prospects, tho the division of those sending letters and those who do not is not very marked. The use of the special letter deserves extended consideration on the part of booksellers.

Return Order Forms

A very great majority of the dealers use the return order form (46 use them, 13 do not). Order-forms are easily procurable and may be secured without expense. Those most used (40 dealers) are postcards with dealer imprint supplied by publishers. Many dealers (28 indicated) prefer their own or use forms specially prepared for them. Return order forms make it easier for the customer to buy. Everything that can be done to overcome customers' inertia must be done.

Method of Handling

There is no special method of handling indicated from the returns, for the reports indicate many methods. In some cases, special individuals have charge of mailing lists. In other cases, a central desk looks after distribution, usually the wrapping counter. In store distribution, circulation is effected by sales people in all departments of the store.

Other Literature With Booklets

Many of the dealers believe that it detracts from the effectiveness of the booklet itself and its sales appeal to enclose other literature with it. A great majority of the dealers, however, do enclose other literature sometimes their own special lists, sometimes especially attractive material about certain good selling books or those they particularly wish to emphasize. With the booklet also often goes a special or general letter from the bookseller.

Most Important Retail Selling Method

The poll of retailers asked for judgment as to relative importance in bookstore publicity, of newspaper advertising and direct-by-mail advertising indicates by great odds that direct-by-mail advertising is the more effective. Twenty-four vote in favor of the distribution of the lists seven vote in favor of newspaper advertising and six declare that the value is equal. Some of the voters indicate that the two methods go hand in hand or that newspaper advertising is especially effective in keeping the store name before the community or in making special announcements. For direct order getting, the distribution of the list is the more effective.

Direct by Mail Advertising

This request was made to dealers in order to bring out either successful ideas now in use or to secure theoretically useful plans which dealers might adopt in going after increased book sales. Many dealers have indicated their use of and their faith in the personal letter and personal solicitation by letter. These letters are often about a special book or books, or they relate to the special interest of the individual. In either case, good selling requires knowledge of the book and the prospect. Postcards may well take the place of letters for variety and attention, and some dealers stress their value especially if well prepared.

Another suggestion for increased efficiency in direct-advertising is the use of a special trade sign or insignia which is pasted on packages and inside cover of books on envelopes or on other available space so that attention may be gained without defacing customers' purchases. The value of regularity in advertising by mail and of promptness in supplying book information is suggested. Good service *after* advertising is stressed. Special advertising "stunts" that gain the attention, such as announcements of store lectures with free tickets to them, as well as many other attractive and diverting pieces of printing arouse interest and secure a hearing.

The sending of complimentary copies of books to special public figures such as ministers who will review and talk or write about them locally, is indicated as a means of important direct advertising. One dealer mails publishers' announcements to individuals with pencil notes on the margin and reports considerable returns.

Successful Advertising—A Summary

Booksellers will note that a successful economical method of advertising has here been indicated. Any dealer may start and build up a mailing list by simply making an alphabetical list of customers whose names may be secured in his own bookkeeping department. He may add to that list by checking up local directories and lists of various kinds. He may trim and correct the list by watching sales and by occasional solicitation among all the prospects—adhering especially to those who wish to be supplied with book information. He may, if he wishes, classify his lists so that individual interests may be better known, and may be appealed to. If he wishes to check up returns directly, he may credit sales right on the list card itself or keep a special record book of sales made by special order. He may find it profitable to appeal to the special interests of book readers by sending marked copies or other special literature from time to time or regularly. He may overcome the inertia of prospects by enclosing return order form with booklets. He will find that advertising in local papers gets his store publicity, is valuable for special announcements, and gets new names for his mailing list. This method of advertising by the distribution of timely, informative lists of books sent regularly and promptly to customers and prospects affords a comparatively easy, effective, economical method of advertising that has been adopted by successful booksellers generally.

Last Word of Oxford Dictionary

THE very last word has been typed for the Oxford Dictionary which has been upwards of 40 years in the making. That word is "zyxt," a fourteenth century Kentish dialect equivalent of the modern "thou seest."

The dictionary carries a mountainous record, far further than existing standard books, which end on, say "xyxomma" or "zythum" (an ancient beverage), but gaps remain to be filled. The Oxford University Press expects that the concluding volume of the dictionary, the tenth, will be published about 1923. After all, that will not be the final word, for a supplement is inevitable.

In addition to the organized collection of words unregistered in existing dictionaries, for which a committee was appointed by the Philological Society, big lists have come from many sources, far and near. The totals have varied from 1000 to 10,000. Not only have there been researches relative to obscure words, dating from dim centuries, but newcomers have to be reckoned with, the imported colloquialism, or the fragment of slang which may have been definitely absorbed into our language only the other day.

From the "Literary Year Book" of 1922.

Books at the Travel Show

THE Travel Show to be held at the Grand Central Palace, New York, has set aside an exhibit space, 29 feet by 22 feet in the center of the main floor of the Palace as a Travel Book Headquarters. The space will have a 22 foot frontage on each of two main aisles, and will have a living room table, rug, reading lamp, several easy chairs and a row of books enclosed by bookends.

Along both walls of this cozy living room or library will be placed tables approximately five feet wide and three feet deep to be allotted to the various publishers. The wall space above each table—to a height of ten feet—will be available for the publishers' posters or cutouts, etc. A small uniform sign will be furnished each exhibitor.

This section will be organized by Edward Frank Allen, formerly Editor of *Travel*. He will deal impartially in the arrangements attending the display, publicity and sale of books at the booth. Books may be consigned to Mr. Allen, at the usual trade discounts for sale during the show if exhibitors desire. The Travel Show management assumes responsibility for the settlement of accounts of books sold at the booth. Mr. Allen will be assisted by competent book clerks during the week.

Exhibitors will have the privilege of putting their own men in charge of their own particular exhibit, but it will not be necessary for them to do so. Only exhibitors' books will be sold at the booth.

The Travel Book Headquarters will be made the center for interesting events, all of which will be featured in the daily newspaper publicity of The Travel Show: visits to the Headquarters, upon various set occasions, of the authors of travel books and reception to authors of travel books and travel lectures; Public balloting on the best ten travel books ever written to be called The Wanderlust Shelf. This contest has already received much publicity.

The balloting for the best 10 travel books will be on printed lists of 25 titles determined in advance by nominations now being sent to the *Travel Book Contest, Grand Central Palace, New York*. Booksellers, librarians, and general readers are being urged to send in their suggestions promptly. Ten titles may be sent in by each voter. According to the number of times a title is mentioned is determined whether it is placed on the ballot used at the exposition.

English Book-Trade News

From our London Correspondent

THE 110th Anniversary of the birth of Charles Dickens was celebrated by an enthusiastic gathering at dinner recently, at which G. K. Chesterton occupied the chair. Those present represented most of the arts and professions, and included not a few English and American authors and publishers. G. K. C. was brilliant: epigrammatic, witty, mirthful. He said "the genius of England and the genius of Dickens are very nearly akin." London, he said, lacked a statue of Dickens, and statues of his characters should be put up. He seemed thoroly to enjoy his own enjoyment.

An English book-trade journal recently invited opinions from authors, publishers and booksellers as to the justification or otherwise for existing book prices. Charges of profiteering are freely brought, and some there are who blame high published prices for the troubles of the time. Messrs. Constable said in answering the query:

"As with so many of the catch words brought into fashion by the war years, the phrase profiteering is one upon which we put very different interpretations.

"In our opinion the period of high book prices, which began about the middle of the war and which will not lightly be ended, has left fairly constant the profits of the trade as a whole but has considerably affected their distribution. It is not in a spirit of complaining that we say that the publisher's margin of profit has suffered more severely than that of printer, author or bookseller. Maybe in the old days the publisher was disproportionately rewarded; if so, the injustice has been righted and with a vengeance. If one analyzes the cost of a seven and sixpenny novel to-day, dividing the published price into net cost of paper, cost of printing, cost of binding, author's royalty, bookseller's discount and publisher's profit, the last of these items will also be found the least. We have few illusions as to the perfection of those days of cheap manufacturing costs. We are not of those who think that wages should revert to pre-war level. We would point out to those who talk of pre-war prices of books, that there are elements in book manufacture the costs of which are beyond the control of the book trade. Unless these elements (and the wages of labor are now the most important) are to be forced back to their former figure, retail book prices must and should show proportionate increase. For our part we hope such relapse will never take place; both in the interests of the lower paid members of the book-trade and for the more proper recognition of the dignity and importance of books themselves.

R. B. Marston, who has directed the fortunes of our contemporary, the *Publishers' Circular*, for so many years, supports the excellent suggestion that the proposal recently printed in the *Times Literary Supplement* should be adopted and put in train. Here is a portion of Mr. Marston's letter: "The ideal thing would be a permanent collective exhibition such as the German publishers have in their great Book House at Leipzig. Expense is the difficulty—we are not likely to get State aid as in Germany. How much importance is attached to these exhibitions on the Continent, especially in Germany, is shown by the following:—In addition to the permanent Book House at Leipzig there is the famous Leipzig Annual Book Fair. Soon after the war the German publishers established a society for the extension of the German book abroad, which held a most successful book exhibition at Frankfort last year; the same society has organized the exhibition of German books now being held at The Hague. In Paris there has just closed a most successful exhibition of books for Christmas and New Year. The French publishers have also arranged for an exhibition of French books at Stockholm from March 17 to 27; the French are making great efforts to extend the market for their books abroad, and have established a permanent Maison du Livre, or book house, on the German lines. In Austria the second spring Fair will be held from March 19 to 25 at Vienna, with special exhibits of books, school furniture, &c.; there will also be a fair at Prague from March 12 to 19. In the United States great efforts to increase the sale of books are being made by the publishers."

War books in France are just as unwanted as they are in England and America. It is only occasionally in England that a novel like the "Way of Revelation" gets a hearing, and then it is thru sheer merit. This first novel by Mr. Wilfrid Evart has already, in three months, run into 10,000. Yet there is always room for the real, earnest, genuine war book—the work that has something to tell us, which comes out of the heart blood, so to speak, of the author. That is why "Way of Revelation" has succeeded where so many others have failed. There is another instance—a French novel, and a poignant one, too, "Wooden Crosses" by Roland Dorgeles. It has run into 130,000 in France. Dorgeles has written another very vivid and powerful novel—not about the war—entitled "Saint Magliore."

Buying Books

IN his booklet "On Buying and Using Print; Practical Suggestions from a Librarian to the Business Man," John Cotton Dana comments on the buying of books—"Returning to the bad habit of buying books unwisely," he says, "in which so many business men indulge. It shows itself chiefly, as yet, in homes. Here you will find—if you find books at all—shiny bookcases with glass doors tightly shut, full of useless truck, often bought from agents at exorbitant prices. The book-man sees these, perhaps is asked to admire them, and weeps to think that a shrewd man, successful in his particular game of life, can be so dull as to spend his money on books in contented ignorance and to take pride in his purchases!

"After a tirade like that a little advice is due, and here it is:

1. Buy the books you need.

2. Find out what you need from an expert. Books contain information. Every man needs information. If he thinks he does not, that's a sure sign he does. Tell an expert on the subject of 'what there is on print,' or permit him to learn what your business is; then he will name to you books that will give you information which you have not, and tell you how you can get it out of them.

3. Buy books of a book dealer, the best you can find. You need not go to his store yourself; send him a letter. If you have a large order and are not sure you know a reliable dealer, ask the librarian of your public library to name one. If your public library is quite small, or if, whether small or large, it is run by its trustees and not by its librarian, then write to your state library commission at your state capital. Nearly every state has such a commission, and its business is to advise all applicants for information on books, book-buying and book-using. These commissioners employ skilled people to give this advice."

Illinois Booksellers' Convention

THE officers of the Illinois Booksellers' and Stationers' Association met in Decatur, Ill., February 19 to make plans for the Annual Convention to be held May 2 and 3. The local dealers in Decatur will spare no effort to make this the best of all annual conventions. A most helpful program is being arranged. Ample time will be allowed for discussion, and there will be good speakers. Publishers and manufacturers desiring further information should communicate with C. W. Follett, the President of the Association, or the Secretary, Fred Greenwood, at 112 S. Wabash Ave., Chicago, Ill.

New Home of J. K. Gill Company

GROUND will be broken immediately for a new eight-story fire-proof building for the J. K. Gill Co. of Portland, Oregon. The entire structure will be utilized by the firm's retail, wholesale and printing departments. The building ground and equipment will cost approximately $600,000. The site has a frontage of 100

ARCHITECT'S DRAWING OF THE NEW HOME OF J. K. GILL CO.

feet on Fifth St. and 100 feet on Stark St. The first three floors and about one-fourth of the basement space will be used for retail sales purposes, the fourth floor for business offices, the next three stories for wholesale department and the top floor for the printing and manufacturing plant. The first story is 22 feet high and a balcony covers 40 by 100 feet of its floor space.

A Grand Rapids Bookshop

EVERY year in The Travelers' Number the PUBLISHERS' WEEKLY prints a list of the towns where bookshops are needed, based on a ballot on that question made by the travelers. Every year there is some come-back from the cities mentioned. Last week a very pleasant letter came from Grand Rapids, Mich. which began: "You will, no doubt, be interested to know that on March 4, Grand Rapids will lead the way as one of the delinquent towns in opening a first class book shop." The Shaw Bookshop is the new Grand Rapids Bookstore, at the corner of Monroe Ave. and Commerce St. which will supply the community with good literature. Mr. Shaw, the proprietor, is an enterprising young man who has been a magazine distributor for a number of years.

Current Clippings

POPE PIUS recently said in an interview with Cardinal O'Connell of Boston:

"You know I have been a librarian all my life. The happiest years I have spent were in company with books."

A MOST attractive trade announcement that has been published is that of D. Appleton & Company's spring books, which has linked up their dealer advertising very carefully with the Year Round Book Campaign. The pamphlet is full of suggestions to the bookseller as to how to make more spring business. Two pages are given up to a March almanac, one of March birthdays of Appleton authors and the other giving a bookish line or two to every day of the month, some of which read as follows:

March Almanac

1. Ash Wednesday, *Lent Begins.*
2. Flag Day in Texas.
   Read Altsheler's "The Texan Star," "The Texan Scouts" and "The Texan Triumph."
4. National Business Show now in progress in San Francisco. *For new business books, see page* 12.
7. "A child born this day will travel," says Raphael the Soothsayer. *Some good travel books will be found on page* 10.
9. The grackles, red wings and song sparrows are back again. *Chapman's "The Travels of Birds" is a fascinating story of bird migration.*
10. Queen Alexandra married to Edward VII, 1863. *A charming account of the wedding may be found in Trowbridge's new biography, "Queen Alexandra."*
12. Mercury, the morning star, now at its best for early risers. *Study Collins' "Book of Stars" and the books of Flammarion and Serviss.*
13. Princeton seniors declare they have never kissed a girl, 1920. *Other good fiction on pages* 4, 5, *and* 8.
14. Your Income Tax is due tomorrow.
19. Third Sunday in Lent. *Religious Book Week will be here soon.*
21. Spring begins at 4.49 A. M.
    Time to consult some books on Gardening.
25. National Travel Week begins (*see page* 10). Own Your Own Home Exposition opens in Chicago, 1922. *And don't forget "Every Real Home Has Books."*
26. W. E. H. Lecky, historian, born 1838.
31. U. S. buys the Virgin Islands, 1917.
    See Verrill's "Isles of Spice and Palm."

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf, and so are reviewed in the March number are:

Cytherea. By Joseph Hergesheimer. *Knopf.*
The Craft of Fiction. By Percy Lubbock. *Scribner.*
The Maritime History of Massachusetts; 1783-1860. By Samuel Eliot Morison. *Houghton Mifflin.*
The Friendly Arctic. By Vilhjalmur Stefansson. *Macmillan.*
Here, There, and Everywhere. By Lord Frederic Hamilton. *Doran.*
Faery Lands of the South Seas. By James Norman Hall and Charles Bernard Nordhoff. Harper

Books in Demand at the Public Library

THE March number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of January:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
Helen of the Old House. By Harold Bell Wright. *Appleton.*
Her Father's Daughter. By Gene Stratton-Porter *Doubleday*
Main Street. By Sinclair Lewis. *Harcourt.*
The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan*
The Brimming Cup. By Dorothy Canfield. *Harcourt.*

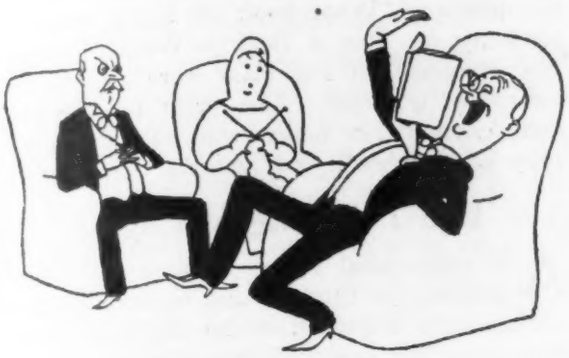
GENERAL LITERATURE

Queen Victoria. By Lytton Strachey. *Harcourt.*
The Mirrors of Washington. Anonymous *Putnam.*
The Outline of History. By H. G. Wells. Macmillan.
The Mirrors of Downing Street. Anonymous. *Putnam.*
The Americanization of Edward Bok. By Edward Bok. *Scribner.*
The Glass of Fashion. Anonymous. *Putnam.*

A Reading Machine

REAR Admiral Bradley A. Fiske, inventor of the Fiske range finder, radio control of moving vessels and other devices used in navies, has otained a patent on a new invention called the Fiske Reading Machine, designed to reduce reading matter to tabloid form and enable anybody to carry with him many copies of books without even bulging out his pockets. The machine is a narrow strip of aluminum, surmounted by a small magnifying glass.

An Uncorrected Galley



READING ALOUD

In reading aloud Uncle George, or rather his audience, suffers from his lively sense of humor. His mirth is so uncontrolled that the funny passage in a book, as he renders it, usually sounds something like this "Now listen to this next bit. Funniest thing I've ever read. Ho, ho! Don't miss a word. Har! 'Mr. Bipp passed his—hee, hee—cup—oh, dear, this is so funny—to his—har, har—w-w-w-ife for—splutter—more—hee, hee—tea—wow, I'm laughing so hard it hurts—and she—oh, gracious, ho, ho, ho! dropped—splub on the bidge hish and sedge bam fish—ho—blumdge!' Ho, ho, har! Now isn't that rich, tho?"—Gluyas Williams in the *Literary Review.*

A GOOD AUTHOR SPOILED

Picture the young lady who returned her copy of the "Briary Bush" to Frank Shay's Bookshop with the remark that Ethel M. Dell's coming marriage seemed to have cramped her style.

HAVE YOU THESE TITLES IN YOUR JUVENILE DEPARTMENT?

Smiths every child should know. (Myths every child should know).
Abraham nights. (Arabian nights).
The girl who limbered and lost. (The girl of the limberlost).
Herpicide apples. (Apples of the Hesperides.)
Tom, the lobster. (Water-babies).
Adventures of Uncle Tom Sawyer.
Adventures of Don Quizz It.
Last of the Moccassins.
Jane's Eyes. (Jane Eyre).
Merchant of Venison.
Boot and Shoe stories. (Shoe and stocking stories).

Ontario Library Review.

Timely New Booklists

IN connection with the March emphasis on "Useful Books" the American Library Association has issued two attractive new pamphlets which will find wide practical use among libraries and bookstores. Ethel Cleland, head of the business branch of the Indianapolis Public Library, is the editor of "Business Books for Profit and Pleasure," a list of forty titles from about half that many publishing lists.

To the reader of the catalog her introduction says: "Read the books in this little list and others like them for profit but read them also for pleasure . . . . Read them for inspiration . . . . . Read them for understanding . . . . Read them for efficiency, and above all, read them for breadth and background."

From Abe Martin, the Hoosier humorist, is most appropriately quoted: "There's only one thing that'll mix with business an' that's printer's ink."

The group headings for the titles suggest interesting classifications for those who have business books to display:

BUSINESS BOOKS FOR PLEASURE AND PROFIT

A Great Game.
Speeding Up Efficiency and Effort.
Studying the Players and Directing the Force.
Every Business Has a Beginning.
Getting the Best Out of the Office.
Keeping the Books.
Charting Progress and Results.
Writing and Talking Business.
Crying the Wares.
Selling the Product.
Giving and Getting Credit.

The eight-page leaflet entitled "Useful Books for the Home" includes twenty-four titles. "We are interpreting 'useful books,'" says the editor, "as those that help plan and keep a home attractive and liveable and the family well cared for with the least possible fuss and bother." The headings under which the books are grouped are as follows:

USEFUL BOOKS FOR THE HOME

The House.
The House Within.
The House Without.
Planning the Household.
Income and Expenditure.
Guests.
The Kitchen.
The Sewing Room.
The Nursery.
Child Training.
Child Reading.

Miss Graham's Course in Bookselling

THE course of ten lessons in Bookselling in the Public Library by Bessie Graham under the auspices of the New York Booksellers' League came to an end on Friday, March 10th. The subjects of the lessons were as follows:

1. Biographies. (Boswell's Johnson to Strachey's Victoria)
2. Dictionaries and Reference Books.
3. Contemporary American Poets.
4. Contemporary English Fiction.
5. Contemporary English Poets.
6. Essays.
7. Modern Drama—English and American.
8. World Histories. (Wells, Van Loon, et. al.).
9. Children's Books.
10. Humorous Books. Out of print books.

The class has met on consecutive Friday evenings from 7—9 o'clock in the lecture room of the New York Library School. The average attendance has been fifty. Miss Graham has treated of the literary side of bookselling, using the bibliographies in "The Bookman's Manual" as the scaffolding of her talk. After each lesson there has been an address on the commercial side of bookselling by some specialist in the field. The speakers have been:

1. Frederic G. Melcher, Managing Editor of the PUBLISHERS' WEEKLY, on Trade Periodicals.
2. C. P. Calhoun, of the Ronald Press, on Business Books.
3. B. W. Huebsch, Publisher, on Early Booksellers and Publishers.
4. Mrs. Mowbray Clarke, of the Sunwise Turn, on the Specialty Book Shop.
5. M. A. Carrigan, of Baker & Taylor, on Jobbers in the Book-Trade.
6. Whitney Darrow, of Scribner's, on the Manufacture of a Book.
7. D. W. Browne, of Himebaugh & Browne.
8. Ernest J. Reece, Principal of the N. Y. Library School, on Booksellers & Librarians.
9. Marian Cutter, of the Children's Bookshop, on the Selling of Children's Books.
10. Ernest Eisle, of Brentano's, closing address on Bookselling Education.

A very interesting exhibit of the manufacture of a book, "From Tree to Book," was loaned by Grosset & Dunlap to the class at its sixth meeting.

A sheet of examination questions on the lesson of the evening was given to each member of the class at the close of each lesson. These questions were answered by the students and returned to Miss Graham at the next lesson. A review of all the lessons was given at the last and a prize offered for the best examination paper of the entire course.

The examination paper on Essays contained the question, "What book of Essays contains an essay on 'Buy a Book a Week'"? Very few members of the class were able to answer this question. The prize for the best final examination paper was an autographed copy of the book that answers this question.

The Teaching of English

AN educational report of international importance in England and of significance to all who are interested in the teaching of English or of the study of literature has been recently published in England and has had wide comment. In a pamphlet entitled "The Teaching of English in England," a departmental committee, appointed two years ago, makes its findings. Henry Newbolt was chairman. The pamphlet contains 105 recommendations in which the committee endeavors to start an era of clear thinking on the subject of English as a study in itself and as a vehicle for general humanistic education. Some of the interesting comments are.

3. That *every* teacher is a teacher *of* English, because every teacher is a teacher in English and that the whole of the time-table is therefore available for the teaching of English.

11. That when the recognition and use of the symbols have been mastered the lesson should be called "Literature" rather than "Reading."

24. That care should be taken to insist on the accurate use of the English language by pupils specializing in Mathematics or Science.

30. That "the needs of business" are best met by a liberal education.

31. That "Commercial English" is objectionable to all who have the purity of the language at heart, and also unnecessary.

39. That those responsible for technical and commercial education should urge upon their students the advantages, vocational as well as cultural, of the pursuit of humane studies.

100. *That nothing is more vital for the spread of good literature than the supply of good editions of standard authors at a moderate cost.*

101. That cooperation between the Public Library Committee and the Local Education Committee is of great importance.

103. That in Secondary Schools the provision of a good library is at least as important as the provision of a good laboratory.

James Tait Black Prize

THE James Tait Black Memorial prize awarded annually for the best English novel of the year fell to D. H. Lawrence for his "Lost Girl."

Obituary Notes

DR. GEORGE HARRIS

DR. GEORGE HARRIS, President Emeritus of Amherst College, noted as a theologian, died at his home in New York after a short illness on March 1st at the age of seventy-seven. A native of East Machias, Me., he was graduated from Andover Theological Seminary in 1869, and ordained a minister the same year.

New Postmaster General

THIS month sees the induction into office of a new Postmaster General, Dr. Hubert Work of Pueblo, Colo., a native of Pennsylvania, graduate of the Universities of Pennsylvania and Michigan. He has practiced medicine in Pueblo for twenty-five years, during which time he served the state in many technical offices. He was last year President of the American Medical Association. Dr. Work has been serving as First Assistant Postmaster General.

John H. Bartlett has now been appointed First Assistant Postmaster General.

A Correction

THRU an error, the advertisement of the American Technical Society of Chicago announced in the February 25th issue of the PUBLISHERS' WEEKLY that the "Cyclopedia of Telephony and Telegraphy" would be published May 1st. The advertisement should have announced a new volume on Telephony only. The "Cyclopedia of Telephony and Telegraphy" is an entirely different set of books.

Personal

J. W. HILTMAN, president of D. Appleton & Co., and of the National Association of Book Publishers, returned from a London trip on Feb. 23d.

JOHN MACCAY, formerly of the Baker & Taylor Company, is now a member of the selling staff of Doubleday, Page, and will look after the smaller territory of New York City and vicinity.

JOHN MACRAE, vice-president of E. P. Dutton & Co. sailed for England on February 28th.

MISS IDA VOLMER, on the selling staff of Hawley & Company, has bought the Conklin Gift Shop at Excelsior Springs, Mo. and will carry books.

Business Notes

AKRON, OHIO.—"Brownell Book Store" is a new concern here.

BRADDOCK, PA.—The partnership in the firm of Roderus & Klaban has been dissolved.

BUFFALO, N. Y.—Edwin A. Harris has just retired from partnership in the Queen City Book Co.

CHICAGO, ILL.—The Mid-West Book House, to engage in jobbing and the mail order business under the management of Arthur E. Byrne, formerly of the Bargain Book Store, was recently started at 58-60 West Washington St.

CUERO, TEXAS.—E. O. Kunitz, druggist, is branching out more extensively in books and expects to increase sales considerably this year.

EUREKA SPRINGS, ARK.—Hawley & Company have sold their stock of books, stationery and novelties to the Wickham Bookstore, which will occupy the same location as Hawley & Company did.

HARRISBURG, PA.—Katharine F. Comstock will open "The Book Shop" at 219 North 2nd St. on or about April 1st.

NEW YORK CITY.—B. Login & Son, dealers in Medical Books, have removed to 29 East 21st Street.

NEW YORK CITY.—Lieber & Lewis, a new publishing house at 27 Vandewater Street, specializes in translations from the French.

NEW YORK CITY—The Authors and Publishers' Corporation, recently organized, is located at 440 Fourth Ave. It is a subsidiary branch of the Neale Publishing Co.

NEW YORK CITY—The American Code Company, Inc., New York City, has purchased from the court the publications of the International Cable Directory Co. together with the copyrights of the same and will be glad to fill orders for these codes promptly and at its usual trade discounts.

SALT LAKE CITY, UTAH—The Book Department of Auerbach Co., operated as a leased department of that store, has been discontinued. "Shepard, The Magazine Man" has moved the stock to 632 Judge Building, and will continue the business.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Lawrenece Fraser
Impressions of Theodore Roosevelt. 315 p. S (Lambskin library) [c. '19] Garden City, N. Y., Doubleday, Page leath. 90 c.

Ali Baba and the forty thieves; in words of one syllable. 12 p. il. Q (Thriller stories for young boys and girls) c. '21 N. Y., Stoll & Edwards Co., inc. pap. 35 c.

Aristophanes
The clouds of Aristophanes; partly in the original and partly in translation with notes and introd. by Cyril Bailey. 134 p. O (Clarendon Latin and Greek ser.) '22 N. Y., Oxford University Press) $1.60

Bacon, Langston
Songs of faith and trust. [verse] 93 p. D [c. '21] Bost., Badger $1.50

Beaverbrook, William Maxwell Aitken, 1st baron
Success. 113 p. D c. Bost., Small, Maynard bds. $1.25

Benham, William Gurney, comp.
A dictionary of classified quotations from authors of all nations and periods grouped under subject-headings; with full index of cross-references and annotated list of authors. 653 p. O [n. d.] N. Y., Crowell $5

Benoit, Pierre
Salt lake; a novel; tr. from the French by Florence and Victor Llona. 377 p. D c. N. Y., Knopf $2
A story of Salt Lake City in the days of Brigham Young.

Björkman, Edwin August
The soul of a child. 321 p. D c. N. Y., Knopf $2.50
The story of a sensitive child, son of lower class Stockholmers, from the age of five to fifteen.

Bollman, Gladys, and Bollman, Henry
Motion pictures for community needs; a practical manual of information and suggestion for educational, religious and social work. 9+298 p. (5½ p. bibl.) D c. N. Y., Holt $2
Partial contents: The development of the educational motion picture; Government motion pictures; Distribution; list of exchanges: The industry and the exhibitor; Selection and booking; One hundred suggested programs.

Book, William Frederick
The intelligence of high school seniors, as revealed by a state-wide survey of Indiana high schools. 18+371 p. il., tabs. D c. N. Y., Macmillan $2.40

Bridges, Victor
Greensea Island; a mystery of the Essex coast. 386 p. D c. N. Y., Putnam $1.90
The adventures of a man who inherited a small island from a black-sheep uncle, and with the island he also inherited a mysterious enmity, the cause of which is unknown to him.

Bruce, Stewart E.
The world in 1931. 192 p. D c. '21 N. Y., F. L. Searle & Co., 110 W. 34th St. pap. 80 c.; $1.50
A visualization of a new world, free from capitalism, competition and nationalism, picturing a practical, cooperative, profit-sharing, social and economic system.

Brunton, David William, and others
Modern tunneling; 2nd ed., rev. and enl.; with new chapters on railroad tunneling by J. Vipond Davies. 10+612 p. (bibl.) il. O [c. '22] N. Y., Wiley $6.50

Bryce, James Bryce, viscount
International relations; eight lectures delivered in the United States in August, 1921. 12+275 p. O c. N. Y., Macmillan $2.50
Partial contents: The Great War and its effects in the Old World; Nonpolitical influences affecting international relations; Diplomacy and international law; Methods proposed for settling international controversies; Other possible methods for averting war.

Bugbee, Edward Everett
A textbook of fire assaying. 254 p. il. O [c. '22] N. Y., Wiley $3

Bulfinch, Thomas
The age of fable; or, Beauties of mythology; a new, rev. and enl. ed.; ed. by Rev. J. Loughran Scott, D.D.; with a classical index and dictionary and nearly 200 illustrations. 23+501 p. front., il., pls., fold. diagr. O [c. '98 Phil., David McKay, 606 S. Washington Sq. $2

Bailey, John, ed.
Essays and studies by members of the English association; v. 7. 156 p. O '22 N. Y., Oxford University Press $3.40

Baltimore County, Md. Board of School Commissioners
Course of study, Baltimore County, Maryland, public schools, grades 1 to 8; prepared by Lida Lee Tall and Isobel Davidson, under the direction of Albert S. Cook, superintendent. 11+698 p. O (W. & Y. course of study ser.) '21 Balt., Warwick & York, inc., 10 E. Centre St. $3

Burton, John Marvin
Honoré de Balzac and his figures of speech. 4+98 p. (2 p. bibl.) O (Elliott monographs in the Romance languages and literatures, 8) '21 Princeton, N. J., Princeton University Press pap. $1

Bushnell, Sarah Terrill
The truth about Henry Ford. 222 p. front. (por.), pors. S [c. '22] Chic., The Reilly & Lee Co., 1006 S. Michigan Ave. $1.25
The story of the success of Henry Ford, together with information on the Peace Ship, Mr. Ford's senatorial campaign, and the Chicago Tribune libel suit.

Cade, Coulson T.
The Cornish penny; a novel. 311 p. D [c. '22] N. Y., Stokes $1.90
A mystery romance in which Robin Trevarthon goes up to London and there meets a strange experience thru a strange person—an experience which changes him into a new being.

Calvert, Albert Frederick
The Spanish royal tapestries; with 227 illustrations. 23+67 p. pls. D (The Spanish ser.) '21 N. Y., John Lane Co., 4th Ave. & 30th St. $4
Partial contents: History of the art of tapestry weaving; The foundations of the Spanish royal collection; The Gothic tapestries—sacred pieces; Renaissance tapestries.

Campbell, William Francis
A text-book of surgical anatomy; 3rd ed., rev. with 325 original illustrations. 681 p. (2 p. bibl.) O [c. '21] Phil., Saunders $6

Candler, Warren Akin
Wit and wisdom of Warren Akin Candler; ed. by Elam Franklin Dempsey; with an introd. by Rev. Andrew J. Lamar. 285 p. front. (por.) O c. Nashville, Tenn., Smith & Lamar $1.50
Sayings of Bishop Candler gleaned from his writings and speeches.

Capes, William Parr
The modern city and its government. 15+269 p. (6¾ p. bibl.) fold. diagrs. O [c. '22] N. Y., Dutton $5
A discussion of good government, the responsibilities of citizenship, city charters, the management of public schools and the cost of government.

Carpenter, Frank George
Europe. 505 p. col. front., il., pls. D (Carpenter's New geographical reader) [c. '99-'22] N. Y., Am. Book Co. $1

Carslaw, Horatio Scott
Introduction to the mathematical theory of the conduction of heat in solids; 2nd ed., completely revised. 12+268 p. il. O '21 N. Y., Macmillan $9

Champion, Jessie
Ella keeps house. 304 p. D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $1.75
The story of Ella's experiment with a large country house and her paying guests.

Chaytor, Rev. H. J.
A manual of French; with vocabulary. 6+138 p. D (Cambridge guides to modern languages) '22 N. Y., Macmillan $1.50

Child, Richard Washburn
The hands of Nara. 326 p. D [c. '22] N. Y., Dutton $2
The story of the magnetic healing power in the hands of a beautiful Russian girl, whom a young scientist, "whose god is scientific truth," unwillingly loves.

China (The) year book; 1921-2; ed. by H. G. W. Woodhead and H. T. Montague Bell. 1063 p. O '22 N. Y., G. E. Stechert $8

Claridge, G. Cyril
Wild bush tribes of tropical Africa; an account of adventure and travel amongst pagan people in tropical Africa; with a description of their manners of life, customs, heathenish rites and ceremonies, secret societies, sport and warfare, collected during a sojourn of twelve years. 314 p. front., pls., pors., fold. map O '22 Phil., Lippincott $5

Clark Samuel A.
Facts about prohibition; or, Fighting a battle of truth with a weapon of error. 37 p. O c. '21 Carrollton, Mo., Democrat Pr. Co. pap. 25 c.

Clifford, Sir Hugh Charles
Further side of silence. 405 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

Coates, Walter J.
Mood songs, voices within myself. 59 p. D [c. '21] Hartland, Vt., Solitarian Press $1.50 [250 copies]

Cobb, Walter Frank
Graded outlines in hygiene; bk. 1. 214 p. (3 p. bibl.) D c. Yonkers, N. Y., World Bk. Co. $1.50
School hygiene from the kindergarten to the third grade.

Conrad, Joseph [Joseph Conrad Theodore Korzeniowski]
Lord Jim. 392 p. S (Lambskin library) [c. '99-1900] Garden City, N. Y., Doubleday, Page leath. 90 c.

Coppard, A. E.
Adam and Eve and pinch me; [twelve short stories.] 140 p. D '22 N. Y., Knopf bds. $2

Coursey, O. W.
Three Jewish martyrs; 1, John the Baptist; 2, Jesus the reformer; 3, Paul the apostle. 100 p. D [c. '22] Bost., Stratford $1.25

Coxon, Muriel Hine [Mrs. Sidney Coxon]
Torquil's success. 324 p. D '22 c. '21 N. Y., John Lane Co., 4th Ave. & 30th St. $2

Cram, Ralph Adams
Towards the great peace. 7+263 p. (1 p. bibl.) O (Dartmouth Alumni lectureships on the Guernsey Center Moore foundation, season of 1921) [c. '22] Bost., Marshall Jones Co., 212 Summer St. $2.50
Partial contents: The world at the crossroads; The social organism; The industrial problem; The function of education and art; Personal responsibility.

Culver, Francis Barnum
Blooded horses of Colonial days; classic horse matches in America before the Revolution. 175 p. il., pls., facsms. O [c. '22] Balt., [Author], N. 2203 Charles St. $3.50; leath. $5

Dearmer, Percy, D.D.
Lessons on the way. 12+148 p. D c. N. Y., Macmillan $1.50

Dickinson, Goldsworthy Lowes
The magic flute; a fantasia. 127 p. D '21 N. Y., Macmillan bds. $2
A fantasia in prose and verse based on Mozart's opera.

Delahaye, Hippolytus
The work of the Bollandists through three centuries; 1615-1915. 269 p. S [c. '22] Princeton, N. J., Princeton Univ. Press $2.50

Ditchfield, Rev. Peter Hampson
The city of London. 6+126 p. (1 p. bibl.) front., il., plans D (The story of English towns) '22 N. Y., Macmillan $1.50

Dos Passos, John Roderigo, jr.
Rosinante to the road again. 245 p. O [c. '22] N. Y., Doran $2
Essays of adventure in which the art, poetry and literature of Spain are summed up.

Dunn, Michael
The cascade metre; or, Poems pertaining to Oregon. 7+60 p. il. D [c. '21] Huntington, Ind., Our Sunday Visitor pap. 35 c.

Dwight, Harry Griswold
Stamboul nights; front. by W. T. Benda. 371 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

English (The) catalogue of books; including the original "London" and "British" catalogues; giving in one alphabet, under author, title and subject, the size, price, month and year of publication, and publisher of books in the United Kingdom of Great Britain and Ireland; v. X; January 1916 to December 1920; completing the catalogue from the year 1801. 1328 p. O '21 N. Y., R. R. Bowker Co., 62 W. 45th St. ½ mor. $42.50

Esquerré, Paul Joseph
Practical accounting problems, theory, discussion, and solutions; pt. 2. 356 p. fold. forms, tabs. Q c. '22 N. Y., Ronald Press $10
Thirty distinctive problems based on New York State C. P. A. requirements and representing typical business situations.

Evans, Ivor H. N.
Among primitive peoples in Borneo; a description of the lives, habits and customs of the piratical head-hunters of North Borneo; with an account of interesting objects of prehistoric antiquity discovered in the Island. 318 p. front., pls., pors., fold. map O '22 Phil., Lippincott $5

Ferber, Edna
Cheerful by request. 366 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page 90 c.

Firminger, Walter Kelly, D.D.
The epistles of St. Paul the apostle to the Colossians and to Philemon; with introd. and notes; [preface by the Bishop of Lahore.] 27+355 p. D (The Indian church commentaries) '21 N. Y., Macmillan $2.50
The author is archdeacon of Calcutta.

Fitzgerald, Francis Scott Key
The beautiful and damned. 449 p. D c. N. Y., Scribner $2
A tale of two young people, part of that wealthy, floating, restless population of America, "adrift on the sea of luxury, without the anchors of homes and the rudders of reseponsibilities."

Folkard, Charles
Teddy Tail's alphabet; il. by the author. 32 p. il. Q [c. '22] N. Y., Macmillan bds. $1.25

Footner, Hulbert
The Deaves affair. 8+319 p. D [c. '22] N. Y., Doran $1.75
The story of a mysterious gang of blackmailers who pursue old Simon Deaves, a miser.

Foster, W. A.. and Carter, Deane G.
Farm buildings. 15+377 p. il. O Agricultural engineering ser.) [c. '22] N. Y., Wiley $3

Fry, Henry P.
The modern Ku Klux Klan. 259 p. D c. Bost., Small, Maynard $2

Fuson, Henry Harvey
The Pinnacle and other Kentucky mountain poems. 202 p. front. D c. '21 Covington, Ky.. [Author], 1920 Garrard St. $1.75
Poems of the out-of-doors in and around Pinnacle Mountain, Cumberland Gap, Kentucky.

Garrison, Fielding Hudson
An introduction to the history of medicine; with medical chronology, suggestions for study and bibliographic data; 3rd ed., rev. and enlarged. 7+942 p. (33 p. bibl.) il., pors. O [c. '21] Phil., Saunders $9

Grayson, David, pseud. [Ray Stannard Baker]
Adventures in contentment. 232 p. S (Lambskin library) [c. '07] Garden City, N. Y., Doubleday, Page leath. 90 c.

Grew, Sydney
The art of the player-piano; a text-book for student and teacher. 8+333 p. diagrs. O '22 N. Y., Dutton $5
A study of the proper control in the pedalling and in the use of tempo-control lever or buttons, together with a list of compositions and instructions for their proper rendering.

Derrick, Samuel Melanchthon
Farm tenure in South Carolina. 32 p. tabs. O (Bull. no. 89) '20 Columbia, S. C., University of South Carolina pap. gratis

Durell, Fletcher
Suggestions on the teaching of algebra; with especial reference to the use of Durell and Aronld's Algebra 17 p. D [n. d.] N. Y., Charles E. Merrill Co., 432 4th Ave. pap. gratis

Suggestions on the teaching of geometry; with especial reference to the use of Durell and Arnold's Geometry. 22 p. il. D [n. d.] N. Y., Charles E. Merrill Co. pap. gratis

Giles Albert William
The geology and coal resources of Dickenson County, Virginia. 9+224 p. pls., tabs., diagrs. (part. fold.) fold. col. maps in pocket) O (Geological survey bull. no. 21) '21 Charlottesville, Va., University of Virginia pap. 14 c.

Griggs, Edward Howard
For what do we live? 81 p. D c. Croton-on-Hudson, N. Y., Orchard Hill Press bds. $1
Essays on the philosophy of life.

Gruber, L. Franklin
Whence came the universe? The fundamental problem of creation; 2nd ed.; with a foreword by G. Frederick Wright. 15+316 p. D (Library of religious thought) [c. '18-'21] Bost., Badger $1.90

Guilday, Peter
The three hours' agony of our Lord Jesus Christ; given at the Church of Our Lady of Lourdes, New York, Good Friday, 1916; new ed. 9+71 p. S '22 c. '17 N. Y., Longmans, Green 80 c.

Guttag Bros.
Rare coins of the United States. 112 p. il. T [c. '21] N. Y., Guttag Bros., 52 Wall St. pap. 35 c.
Present values of old American coins, travelers cheques and encased postage stamps.

Hamsun, Knut
Wanderers; tr. from the Norwegian by W. W. Worster; with an introd. by [the translator.] 321 p. D c. N. Y., Knopf $2.50
A novel, dealing with the problem of marriage.

Harris, Walter B.
Morocco that was. 333 p. D c. '21 Bost., Small. Maynard $4

Harrison, Elizabeth
Offero, the giant; a Christmas-eve story. 64 p. front. D '21 N. Y., Macmillan bds. 60 c.
Formerly published by the National Kindergarten College, Chicago.
Some silent teachers; 2nd ed. 187 p. D [c. '03-'21] N. Y., Macmillan $1.25
Formerly published in 1903 by the Central Pub. Co., Chicago.
A study in child nature, from the kindergarten standpoint; 45th ed. 207 p. D '21 N. Y., Macmillan $1.25
Formerly published by Chicago Kindergarten College.
When children err; a book for young mothers. 177 p. D [c. '16-'21] N. Y., Macmillan $1.25
Formerly published in 1916 by the National Kindergarten College, Chicago.

Hart, Charles R.
Master and lackey and other poems. 112 p. D [c '21] Bost., Badger $1.50

Havens, George Remington
The abbé Prévost and English literature. 9+135 p. (3 p. bibl.) O (Elliott monographs in the Romance languages and literatures, 9) c. '21 Princeton, N. J., Princeton University Press pap. $1.50

Hebert, Frank
Forty years prospecting and mining in the Black Hills of South Dakota. no paging il. O c. '21 Rapid City, S. D.. Rapid City Daily Journal $2

Heisman, John W.
Principles of football. 117 p. diagrs. D c. '21 St Louis, Mo.. Sports Publishing Bureau, International Life Bldg. pap. $2.50
The author is head coach, University of Pennsylvania.

Henry, O.. pseud. [William Sydney Porter]
The four million. 261 p. S (Lambskin library) [c. '06] Garden City, N. Y., Doubleday, Page leath. 90 c.

Herron, Charles D.
The defeat in the victory. 226 p. D [n. d.] N. Y., Charles H. Daniels. 49 W. 55th St. $3

Hine, Muriel *See* **Coxon, Muriel Hine**

Holmes, Edmond Gore Alexander
All is one; a plea for the higher pantheism. 114 p. D [n. d.] N. Y., Dutton $1.90
Partial contents: The ultimate object of Speculative thought, Aesthetic delight, Social service, Moral obligation, Religious devotion, Consciousness of self, Object of love [7 chapters].

Houston, Margaret Belle
The witch man. 255 p. D c. Bost., Small, Maynard $1.75

Huckel, Oliver
The habit of health; how to gain and keep it. 128 p. D [c. '99] N. Y., T. Y. Crowell Co., 426 W. B'way $1
Nine essays which formerly appeared in the author's larger volume, "Mental Medicine," published in 1909.

Hutton, J. H.
The Sema Nagas; with a foreword by Henry Balfour. 18+463 p. col. front., il., maps O '21 N. Y., Macmillan $12.50

Ingalls, Walter Renton
Wealth and income of the American people; a survey of the economic consequences of the war. 14+321 p. tabs. O [c. '22] York, Pa., G. H. Merlin Co., 100 East Philadelphia St. $4
A study of the economic, financial and social structure of America today, bringing out the fallacy of inflated money values in relation to the wealth of a nation and individuals.

Johnson, John Weeks
Heating, ventilating and mechanical refrigeration. 395 p. il., pls. S c. '21 Milwaukee, Wis., Caspar $1.50
Formerly published by the author under title "Johnson's New Handy Manual on Plumbing, heating, ventilating and mechanical refrigeration."
Plumbing, domestic and sanitary engineering, drainage and sewerage. 236 p. il., pls. S c. '21 Milwaukee, Wis., Caspar $1.50
Formerly published by the author.

Kander, Mrs. Simon, comp.
Settlement cook book; tested recipes from the Settlement cooking classes, Milwaukee public school of trades for girls and experienced housewives; 11th ed. 596 p. il. D '21 c. '22 Milwaukee, Wis., Caspar $2.25

Keller, Helen Adams
Story of my life. 464 p. S (Lambskin library) [c. '02-'05] Garden City, N. Y., Doubleday, Page leath. 90 c.

Keller, Helen Rex, ed.
The reader's digest of books; [new ed.] 941 p. O '22 c. '96-'17 N. Y., Macmillan $4
Formerly published as part of the set "Library of the World's Best Literature," but now published as a separate work.

Kelso, Robert W.
The history of public poor relief in Massachusetts, 1620-1920. 200 p. O c. Bost., Houghton Mifflin $2.50
A study of the beginnings and growth of the Massachusetts system of poor relief from the first year of the Plymouth Colony to the present day.

Kenyon, Doris Margaret, and Kenyon, James Benjamin
Spring flowers and Rowen. [verse] 222 p. S c. N. Y., J. T. White $2.25

Kerr, Hugh Thomson
Children's Gospel story-sermons. 180 p. D [c. '21] N. Y. & Chic., Revell $1.25

Keyser, Cassius Jackson
Mathematical philosophy; a study of fate and freedom; lectures for educated laymen. 14+466 p. diagrs. O [c. '22] N. Y., Dutton $4.70
The author is Adrain professor of mathematics, Columbia University.

Kiggin, Helen J.
Practical business arithmetic. 11+404 p. D [c. '22] N. Y., Macmillan $1.40

Knott, Laura Anna
Student's history of the Hebrews; with maps and illustrations. 413 p. (1 p. bibl.) il., pls. D (The Abingdon Religious education texts; community training school ser.) [c. '22] N. Y. & Cin., The Abingdon Press $2
Partial contents: The importance of Hebrew history; The Hebrews in Egypt; How the Old Testament was written; The stories of Genesis; Literary achievements of the exile; The closing years of Persian rule; The poetical and wisdom literature.

Korff, Sergiei Aleksandrovitch, Baron
Russia's foreign relations during the last half century. 227 p. O (The Institute of politics pubs., Williams college, Williamstown) c. N. Y., Macmillan $2.25
A study of the diplomatic relations of Russia from the congress in Berlin in 1878.

Kuhlmann, F.
Handbook of mental tests. 224 p. O c. Balt., Warwick & York $2

Lagerlöf, Selma Ottillana Lovisa
Story of Gösta Berling; tr. from the Swedish by Pauline Bancroft Flach. 475 p. S (Lambskin library) [c. '98] Garden City, N. Y., Doubleday, Page leath. 90 c.

Le Gallienne, Richard
Pieces of eight; being the authentic narrative of a treasure discovered in the Bahama Islands in the year 1903 now first given to the public. 198 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page leath. 90 c.

Legg, Leopold George Wickham
Matthew Prior; a study of his public career and correspondence. 10+348 p. front. O '21 N. Y., Macmillan $7

Liber, Benzion
The child and the home; essays on the rational bringing-up of children; [with a preface by Upton Sinclair.] 253 p. D [c. '22] N. Y., Rational Living, 61 Hamilton Place $2.50
Talks to parents on hygiene and the morals of children.

Lord, Isabel Ely
Getting your money's worth; a book of expenditure. 6+210 p. forms D [c. '22] N. Y., Harcourt, Brace $1.50
Partial contents: What a budget is; How to keep accounts; Conserving as an asset; On inventories; Using banks; Savings and investments. The author was director, School of Household Science and Arts, Pratt Institute.

Luckiesh, M.
Visual illusions; their causes, characteristics and applications. 262 p. il. O [c. '22] N. Y., Van Nostrand $3

Lunt, Carroll P.
His Chinese idol. 227 p. D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $1.75
A novel of everyday life in Peking.

McAdam, Dunlap Jamison
Coal, government ownership or control; government ownership of navy coal land and control of the coal industry. 188 p. D c. '21 N. Y., Authors & Publishers' Corporation, 440 4th Ave. $2

McCall, William Anderson
How to measure in education. 12+416 p. tabs. D c. N. Y., Macmillan $3.25
Deals with the use of measurement in classifying pupils, in evaluating teaching efficiency, and for purposes of vocational guidance

McFee, William
Casuals of the sea. 470 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

McMillan, Duncan Cameron
Christ reflected in creation; [rev. ed.] 59 p. S '21 c. '97-'20 N. Y. & Chic., Revell 35 c.

MacHarg, William Briggs
Peewee. 276 p. D '22 c. '21 Chic., Reilly & Lee $1.50
The story of a lost identity.

McSparran, William F.
Who plants a tree? [verse] 32 p. D [c. '21] N. Y., Authors & Publishers' Corporation, 440 4th Ave. $1

Madelin, Louis
Danton; tr. by Lady Mary Loyd. 379 p. il. O '22 N. Y., Knopf $5

Maghee, Frances C.
Rhythmic phonetic training for voice and speech. 151 p. diagrs., music, pls. D [c. '22] Bost., Stratford $2.50
Beside being of use to singers this volume is designed to cure stammering and other defects of speech in children and adults.

Mahler, John
Be still and know; a personal witness to meditation. 5+45 p. D '21 N. Y., Macmillan 80 c.

Martin, Alfred Wilhelm
The world's great religions and the religion of the future. 7+230 p. D c. '21 N. Y., Appleton $2

Martinet, Alfred, and others
Clinical diagnosis, case examination and the analysis of symptoms; authorized English tr. from the 3rd rev. and enl. ed. by Louis T. de M. Sajous; with 895 text engravings and several full-page color plates; 2 v.; v. 1, Physical and laboratory diagnosis, v. 2, Analysis of symptoms. various paging O [c. '22] Phil., F. A. Davis, $14

Mellor, Joseph William
A comprehensive treatise on inorganic and theoretical chemistry; 6 v.; v. 1, H. O.; v. 2, F, Cl, Br, I, Li, Na, K, Rb, Cs. 15+1064; 7+894 p. tabs., diagrs., il.. O '22 N. Y., Longmans, Greeen ea. $20
The first two volumes of a work which is intended to cover the whole field of inorganic and theoretical chemistry.

Metzler, May Sowles, comp.
Date cook book; international festival of dates; [appetising ways of using dates both cooked and raw; recipes for using dates under 15 heads of cookery.] 83 p. pl. S [c. '21] Coachella, Cal., [Author] pap. 50 c.

Miller, J. Corson
Veils of Samite; verse. 162 p. D c. Bost., Small, Maynard $1.50

Miller, William
Essays on the Latin orient. 8+582 p. pls., il., map O '21 N. Y., Macmillan $14

Molnar, Louis
Deka Parsec; shell-shocked views of life. 196 p. D c. '21 Los Angeles, Cal., [Author], 200 Lankershim Bldg. $1.50
Twenty-two short stories told by a victim of shell-shock.

Morton, Guy Eugene
Rangy Pete. 409 p. D c. Bost., Small, Maynard $1.75

Myers, Frederic William Henry
Essays classical and modern. 9+560 p. O '21 N. Y., Macmillan $4.50

Neighbour, Robert Edward
The rider on the white horse and other prophecy sermons. 263 p. D [c. '21] Cleveland, O., Union Gospel Pr. Co., Box 398 $1.25
A collection of ten sermons.

Niver, Harmon Bay
A school history of England; revised. 431 p. front. (por.), il., pls., pors. D [c. '04-'22] N. Y., Am. Book Co. $1.20

Norris, Frank i.e. Benjamin Franklin
The octopus; a story of California. 652 p. S (Lambskin library) [c. '01] Garden City, N. Y., Doubleday, Page leath. 90 c.
The pit; a story of Chicago. 421 p. S (Lambskin library) [c. '02] Garden City, N. Y., Doubleday, Page leath. 90 c.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]
Mother. 198 p. S (Lambskin library) [c. '11] Garden City, N. Y., Doubleday, Page leath. 90 c.

North, Eric McCoy
The worker and his church. 165 p. S (The worker and work ser.) [c. '22] N. Y. & Cin., The Methodist Bk. Concern 75 c.
Partial contents: The beginnings of the Church; The Church and the Roman Empire; The expansion of Christianity; British Methodism since 1800; The M. E. Church in foreign lands; The genius of Methodism.

North American (The) almanac, 1922; the aristocrat of almanacs. 122 p. tabs., il., charts D c. Chic., The North American Almanac Co., 32 S. Clinton St. bds. apply

Ollivant, Alfred
Bob, son of Battle. 356 p. S (Lambskin library) [c. '98] Garden City, N. Y., Doubleday. Page leath. 90 c.

Oxford University
The Oxford sheet almanack for 1922; the 248th of the series that began in 1674 Q '22 N. Y., Oxford University Press $2

Palmer, Sara C.
Donald Campbell's loyalty. 177 p. il. O c. '21 Chic., Bible Inst. Colportage Assn., 826 N. La Salle St. pap. 75 c.; $1.35

Pearce, William Houghton Sprague
The train book; illustrated rhymes for young readers. 12 p. il. Q c. '21 N. Y., Stoll & Edwards Co., inc., 23 E. 26th St. pap. 35 c.

Perroy, Père Louis
The ascent of Calvary; authorized tr. from the French by Marian Lindsay; with introd. by Most Rev. John J. Glennon, D.D., Archbishop of St. Louis. 11+336 p. D c. N. Y., P. J. Kenedy $1.50

Peters, John Punnett, D.D.
The Psalms as liturgies; being the Paddock lectures for 1920; [expanded into a treatise.] 494 p. O c. N. Y., Macmillan $4
Partial contents: The ancient Psalm book of Jerusalem; The Penitentials of Shechem and the Davidic Psalter; The Psalms of Dan and Bethel; The Pilgrims and afterwards. The author is rector emeritus of St. Michael's Church, New York.

Phelps, Frank Wesley, and Myrick, J. Buckner
Utilitarian economics; a series of fifty utilitarian values. 261 p. D c. '21 Seattle, Wash., The School of Utilitarian Economics, 826 Seaboard Bldg. $2
Essays on Man, Tools, Production, Wealth and Society.

Pittman, Marvin Summers
Successful teaching in rural schools; [introd. by George D. Strayer.] 294 p. il. D (American education ser.) [c. '22] N. Y., Am. Book Co. $1.40
The problems of the rural school discussed in letter form.

Pryde, Anthony, pseud., and Weekes, Rose Kirkpatrick
The purple pearl. 276 p. D c. N. Y., Dodd, Mead $1.90
The story of a bitter feud between three branches of a noble family over a gem of great value.

Norris, Mrs. Howes
Sketches of old homes in our village. 22 p. D [c. '21] Vineyard Haven, Mass., Sea Coast Defence Chapter, D. A. R. pap. 50 c.

Pearce, James Edwin
Museums—their use and place in learning and in the transmission of culture. 20 p. O (Bull. no. 2133) ['21] Austin, Tex., University of Texas pap. 5 c.

Rathenau, Walther

In days to come; tr. from the German by Eden and Cedar Paul. 286 p. O '21 N. Y., Knopf $5

Reed, Margery Verner

Under-currents. 112 p. D [c. '21] N. Y., Authors & Publishers' Corporation, 440 4th Ave. $1.25

Rolland, Romain

A musical tour through the land of the past; tr. by Bernard Miall. 6+235 p. O '22 N. Y., Holt $2.50

Partial contents: A humorous novel by an 18th century musician: The origins of the "classic" style in 18th century music; The autobiography of a forgotten master: Telemann, the successful rival of J. S. Bach.

Ross, Victor

A history of the Canadian bank of commerce with an account of the other banks which now form part of its organization; v. 1. 16+516 p. il. O '22 N. Y., Oxford University Press $23.65

S., E. S.

A liberal code of sexual ethics. 6+111 p. D [c. '22] N. Y., Cosmopolis Press, 257 W. 71st St. $1.50 [priv. pr.]

Salzman, Louis Francis

Hastings. 6+125 p. (3 p. bibl.) front., pls., fold. map D (The story of the English towns) '21 N. Y., Macmillan $1.50

Sand, George, pseud. [Mme. Amantine Lucile Aurore Dupin Dudevant]

La mare au diable; provided with a brief introd., notes and a full vocabulary by Leigh R. Gregor; exercises by Rosamund Leigh Gregor. 12+162 p. front. (por.) D (International modern language ser.) [c. '21] Bost., Ginn 64 c.

Sanford, Arthur Benton

An Easter disciple; the chronicle of Quintus, the Roman knight. 56 p. front. nar. D [c. '22] N. Y. & Cin., The Abingdon Press pap. 35 c.

Sargent, Daniel

The door and other poems. 54 p. D [c. '21] Bost., Badger $1.50

Scott, Alexander Maccallum

Barbary; the romance of the nearest East. 222 p. front., pls., fold. map O '21 N. Y., Dodd, Mead $3.50

A historical, descriptive, anecdotal guide-book for tourists to Algeria and Tunis.

Sherman, Henry Clapp, and Smith, Sybil Laura

The vitamins. 273 p. il., pls. O (American chemical society monograph ser.) N. Y., The Chemical Catalog Co., Inc., 1 Madison Ave. $4

Shonin, Shinran

Buddhist Psalms; tr. from the Japanese by S. Yamabe and L. Adams Beck. 91 p. S (Wisdom of the East ser.) '21 N. Y., Dutton $1.35

Sisters (The) of the Immaculate Heart of Mary; the story of the founding of the congregation of the Sisters, servants of the Immaculate Heart of Mary and their work in the Scranton diocese, by a member of the Scranton community. 15+503 p. front., pls., pors. O '21 N. Y., P. J. Kenedy $5

Starr, Meredith, ed.

The future of the novel. 211 p. D '22 Bost., Small, Maynard $2

Stoker, Bram, i.e. Abraham

Dracula. 378 p. S (Lambskin library) [c. '97] Garden City, N. Y., Doubleday, Page leath. 90 c.

Storr, Rev. Vernon Faithful

The prophets of the Old Testament and their message; lessons for schools and Bible classes; [with tab. of dates.] 10+86 p. D '22 N. Y., Macmillan $1

The author is Canon of Westminster.

Tarkington, Booth i.e. Newton Booth

The magnificent Ambersons. 516 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page leath. 90 c.

Reuterdahl, Arvid

Einstein and the new science; reprinted from the Bi-monthly journal of the College of St. Thomas, v. 9, no. 3. 26 p. (½ p. bibl.) O c. '21 St. Paul, Minn,, [Author], 222 Otis Ave pap. 75 c. [limited ed.]

Rohwer, Sievert Allen

North American sawflies of the subfamily cladinae;with notes on habits and descriptions of larvae by William Middleton. 37 p. il. pls. tabs. O (No. 2396; from the proceedings of the U. S. National Museum, v. 60, art. 1) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Rosbrook, Alden I.

A treatise on the law of corporations in New York based on the reported decisions and written in connection with the statutes regulating corporations, as amended to Jan. 1, 1922, including the General corporation law, Business corporations law, Stock corporation law, Transportation corporations law, Civil practice act, Rules of civil practice; with complete forms for the organization, management and control of corporations and precedural forms. 146+1264 p. O '22 Albany, N. Y., Bender & Co., buck. $15; Bible pap. $15

Shannon, Earl V.

Mineralogy of some black sands from Idaho; with a description of the methods used for their study. 33 p. il. diagrs. O (No. 2398; from the Proceedings of the U. S. Nat. Museum, v. 60, art. 3) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sparks, Marion Emeline

Chemical literature and its use; notes of a course of lectures, in chemistry, 92 required of third year students in chemistry and chemical engineering, University of Illinois; 2nd ed. rev. and enlarged. 89 p. (3¼ p. bibl.) O c. '21 Urbana, Ill., [The author] pap. $1

Stiles, Arthur Alvord

Table for obtaining differences of elevation and horizontal distances from vertical angles and atadia distances. 141 p. nar. F (Bull. no. 11, June, 1921) c. '21 Austin, Tex., The State of Texas Reclamation Department pap.; cloth apply

Swayne, Norman Walton, comp.

The descendants of Francis Swayne and others. 154 p. O '21 Phil., Lippincott priv. pr. [150 copies]

Thomson, John
The clinical study and treatment of sick children; 3rd ed. 677 p. il. O '21 Chic., Chicago Medical Book Co. $10
Corrected entry. Listed Feb. 18th as Thompson, John.

Tully, Jim
Emmett Lawler. 315 p. D [c. '22] N. Y., Harcourt, Brace $1.90
The story of an American boy who started life as a waif in an orphan asylum, later becoming a tramp and a prize-fighter, who mingled with people from "benevolent sots to cruel philanthropists."

Vox, Carol
The funny fuzzywogs. 12 p. il. Q c. '21 N. Y., Stoll & Edwards Co., inc., 23 E. 26th St. pap. 60 c.

Walkley, Arthur Bingham
Pastiche and prejudice. 300 p. D '21 N. Y., Knopf boards $3

Wallace, Edgar
The angel of terror. 267 p. D c. Bost., Small, Maynard $1.75

Walsh, Edmund Aloysius, ed.
The history and nature of international relations. 299 p. D (Georgetown foreign service ser.) [c. '22] N. Y., Macmillan $2.25
Articles by Stephen P. Duggan, Michael I. Rostovtseff, John Bassett Moore, Leo S. Rowe, Edwin M. Borchard and others.

Walter, Lavinia Edna
A nursery rhyme alphabet; with il. by Charles Folkard, Dorothy Wheeler and J. H. Hartley. 26 p. Q '22 N. Y., Macmillan bds. $1.25

Washington, Booker Taliaferro
Up from slavery. 319 p. S (Lambskin library) [c. '00-'01] Garden City, N. Y., Doubleday, Page leath. 90 c.

Washington, George
President Washington's diaries; 1791 to 1799; transcribed and compiled by Jos. A. Hoskins, 1921. 100 p. O Summerfield, N. C., J. A. Hoskins, P. O. Box 63 pap. $1.50; $2
An original document in which Washington gives an account of the impressions made upon him by the State of North Carolina. Includes diary at Mount Vernon. Jan. 2, 1798, to Dec. 13, 1799.

Weller, Charles Edward
Yesterday; a chronicle of early life in the west. 208 p. front. (por.) D c. '21 LaPorte, Ind., [Author], 206 Masonic Temple $1.50
An account of life in the American west in the 40's.

White, Stewart Edward
Gold; il. by T. Fogarty. 437 p. S (Lambskin library [c. '13] Garden City, N. Y., Doubleday, Page leath. 90 c.
The riverman. 368 p. S (Lambskin library) [c. '07-'08] Garden City, N. Y., Doubleday, Page leath. 90 c.

Williams, Charles, and Collins, V. H., comp.
Poems of home and overseas. 160 p. O '22 N. Y., Oxford University Press $1.35

Williams, Horace Blake
Fundamentals of faith in the light of modern thought.; [introd. by Edwin H. Hughes.] 181 p. D [c. '22] N. Y. & Cin., The Abingdon Press $1.25
Partial contents: Some present-day tendencies in religion; The reality of the unseen; The problem of evil; What is truth?; Life and death; The risen Lord.

Williams, Sidney
The body in the Blue room; front. by J. Clinton Shepherd. 318 p. front. D c. Phil., Penn Pub. Co. $1.75
A mystery story in which the guests at a house party find themselves involved in the murder of a young woman.

Wilson, Harry Leon
Ruggles of Red Gap. 371 p. S (Lambskin library) [c. '15] Garden City, N. Y., Doubleday, Page leath. 90 c.

Winslow, Isaac Oscar
Europe; rev. ed. [with corrected maps.] 3+176 p. il. D (Winslow's geography ser., 4) [c. '21] Bost., D. C. Heath 96 c.

Witwer, Harry Charles
The rubyiat of a freshman. 62 p. front D [c. '21] Chic., The Collegiate World, 107 N. Market St. bds. 75 c.
Letters of a boy at college to his father.

Wolff, Jetta Sophia
Historic Paris; with 59 illustrations. 13+365 p. front., il., fold. map D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $2.50
An historical guide to Paris.

Wood, Bertha M.
Foods for the foreign-born in relation to health; with a foreword by Michael M. Davis, jr. 5+98 p. D c. Bost., Whitcomb & Barrows, 30 Huntington Ave. $1.25
Food for Mexicans, Portuguese, Italians, Hungarians, Poles and other Slavic peoples, Armenians, Syrians, Turks and Greeks, and Jews.

Woodbury, Walter E.
Photographic amusements; including a description of a number of novel effects obtainable with the camera; rev. and enl. ed. by Frank R. Fraprie; 9th edition. 124 p. diagrs., pls. O '22 c. '96-'22 Bost. 17, American Photographic Pub. Co., 428 Newburry St. $1.50
Formerly published in 1905-'14 by The Photographic Times Publishing Association, New York.

Woodson, Carter Godwin
The history of the Negro church. 330 p. il., pls. O [c. '21] Wash., D. C., The Associated Publishers $2

Young, James
A text-book of gynecology. 16+334 p. il. (part. col.) O '21 N. Y., Macmillan $5

Thomson, Henry C.
The Trade-mark file of the U. S. Patent office; its 2 vital defects and their correction; reprinted from the Journal of the Patent office society. 82 p. D c. '22 Bost., [Author], 15 State St. pap. apply

Van Deman, John Watson
Story of the writing of the Star-spangled banner. 28 p. front. (por.) D c. '21 Benzonia, Mich., John A. Van Deman pap. 50 c.

Walker, James
Introduction to physical chemistry; 9th ed. 12+438 p. il. O '22 N. Y., Macmillan $4.50

Index to Spring Announcements

In this list publishers' announcements are indexed by author, title and series. Titles beginning with an important word are usually inverted so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 585.

A. B. C. of the Federal reserve system, The. Kemmerer, E. W. $1.50 Princeton Univ.
A. B. C. of vacuum tubes used in radio reception, The. Lewis, E. H. $1 Henley
Aaron's rod. Lawrence, D. H. $2 Seltzer
Abbé Pierre. Hudson, J. W. $2 Appleton
Abbey (Edwin Austin), R. A. 2 v. Lucas, E. V. $30 Scribner
Abbott-Smith, G. A manual Greek lexicon of the New Testament. 8° $6 (?) Scribner
Accountant, Economics for the. Simpson, K. $2 Appleton
Accounting, The new. Borsodi, R. $7.50 Dodd, M.
Accounting problems, Practical. Pt. 2. Esquerre, P. J. $10 Ronald
Accounts, The philosophy of. Sprague, C. E. $2.50 Ronald
Ackley, Clarence E. Outline history of English and American literature. 12° $1.50 Stratford
Acoustics, Collected papers on. Sabine, W. C. $3 Harvard
Acting, Screen. Marsh, M. $1.50 Stokes
Adam and Caroline. O'Riordan, C. $1.90 Harcourt
Adam and Eve and pinch me. Coppard, A. E. $2 Knopf
Adams, Adeline. Amouretta landscape, and other stories, The. 12° $1.75 Houghton M.
Adams, Henry. History of the United States, 1801-1817. New ed. 9 v. set $27 Scribner
Adams, St. Clair. *See* Morris, Joseph.
Adams, Sherred W. Five little friends. il. 12° Macmillan
Addams, Jane. Peace and bread in time of war. 12° $2 Macmillan
Addison, Medora. Dreams and a sword. 12° $1.25 Yale
Admirals of the Caribbean. Hart, F. R. $3; $12 Houghton M.
Admire, Harry F. Progressive typewriting. Macmillan
Adrienne Toner. Sedgwick, A. D. $2 Houghton M.
Adventures in angling. Heilner, Van C. $3 (? Stewart K.
Adventures of Antoine, The. Owen, H. C. $1.75 McCann
Adventures of a grain of dust. Hawksworth, H. Scribner
Adventures of a tropical tramp. Foster, H. L. $2.50 Dodd, M.
Adventures of Don Quixote, The. Cervantes, M. de. $2 Small, M.
Advertising, Art appeal in display. Parsons, F. A. $6 Harper
Advertising for trade in Latin-America. Aughinbaugh, W. E. $3 Century
Advertising man, The. Calkins, E. E. $1.25 Scribner
Advertising yearbook for 1921-22, The. Praigg, N. T., ed. $2 Doubleday, P.
Affinities, and other stories. Rinehart, M. k. 75c Burt
Afoot in England. Hudson, W. H. $3.50 Knopf
Africa, Wild bush tribes of tropical. Claridge, G. C. $5 Lippincott
After the war. Repington, Lt. Col. C. à C. $5 Houghton M.
Afterlife in Roman paganism. Cumont, F. Yale
Agricultural projects ser. Macmillan
New titles: Ladd, C. E. Dairy farming projects—Watts, R. L. Vegetable growing projects.
Agricultural students, Veterinary studies for. Reynolds, M. H. Macmillan
Ahimaaz, The chronicle of. Salzman M., tr. $2.50 Columbia Univ.
Aiken, Conrad. The charnel rose. $2 Four Seas
Air, 14,000 miles through the. Smith, R. $3 Macmillan
Aitchison, Leslie. *See* Ibbotson, Fred.
Aitken, William. Automatic telephone systems. 2 v. v. 1 $7.50; v. 2 (?) Van Nostrand
Alain-Fournier. Le grand Miaulnes. $1 (?) Scribner
Alden, Raymond M. Shakespeare. (Master spirits of literature) $2.50 Duffield
Alder, W. F. The isle of vanishing men. il. 12° $2 Century
Aleichem, Shalom. Jewish children. Tr. from Yiddish by H. Berman. 12° $2 Knopf
Alexander, Hartley Burr. Odes and lyrics. 8° $2 M. Jones
Algebra, A brief course in college. Ford, W. B. Macmillan
Alice's adventures in Wonderland. Carroll, L. $1.75 Small, M.
Alimentary infections. *See* Vaughan, Victor, C.
Allen, Charles R. The foreman and his job. $3.50 Lippincott
Allen, Frederick J. The shoe industry. New ed. $4 Holt
Allinson, Anne C. E. Roads from Rome. Reissue. 12° $1.50 Macmillan
Allison, William. A secret of the sea. (Copyright fiction) 75 c Burt
Allotropy, The theory of. Smits, A. Longmans
Alloys, The analysis of non-ferrous. Ibbotson, F. $4 Longmans
Almond, Linda Stevens. Little glad heart. Page
Aluminium. Richards, J. W. Baird

Aluminum and its alloys. Grard, C. $5 Van Nostrand
Amateur's book of the dahlia, The. Stout, Mrs. C. H. $3 Doubleday, P.
Ambush. Richman, A. $1.50 Duffield
America faces the future. Drake, D. $2.50 Macmillan
America in Spitzbergen. Dole, N. H. $25 M. Jones
America safe for democracy, Is? McDougall, W. $1.75 Scribner
America, The story of. Pecorini, A. $1 M. Jones
America, Things I saw in. Chesterton, G. K. $3 Dodd, M.
American democracy, Problems of. Burch, H. R. Macmillan
American diary, My. Sheridan, C. $2.50 Boni & L.
American diplomat in China, A. Reinsch, P. S. $4 Doubleday, P.
American foreign relations, The conduct of. Mathews, J. M. $3 Century
American foreign relations, The control of. Wright, Q. Macmillan
American history, Figures from. ea. $2 Scribner
New titles: Muzzey, D. S. Thomas Jefferson—Gordon, A. C. Jefferson Davis.
American history, New viewpoints in. Schlesinger, A. M. Macmillan
American history, The study of. Bryce, J. $1.50 Macmillan
American Indian. Wissler, C. $5 Oxford
American Indian life. Parsons, E. C., ed. $10 Huebsch
American industries. Fuller, W. D. Macmillan
American literature, Outline history of English and. Ackley, C. E. $1.50 Stratford
American negro poetry. Johnson, J. W., ed. $2.25 (?) Harcourt
American novelists, 1900-1920, Contemporary. Van Doren, C. Macmillan
American party system, The. Merriam, C. E. Macmillan
American portraits. Bradford, G. $3.50 Houghton M.
American prisons, Wall shadows: A study in. Tannenbaum, F. $2 (?) Putnam
American Red Cross. 25 c Blakiston
American Sociological Society. Proceedings. v. 16 8° $2 Univ. of Chic.
American treaties, Leading. Hill, C. E. Macmillan
Americanization, Aspects of. Bierstadt, E. H. $2 (?) Stewart K.
Americanization studies. ea. $2.50 Harper
Titles: Gavit, J. P. Americans by choice —Park, R. E. The immigrant press and its control.
America's stake in Europe. Fahs, C. H. $1.35 Assn. Pr.
Ames, Joseph B. Shoe-Bar Stratton. il. 12° $1.75 Century
Among primitive peoples in Borneo. Evans, I. H. N. $5 Lippincott
Amouretta landscape, and other stories, The. Adams, A. $1.75 Houghton M.
Andersen, Hans Christian. Fairy tales. il. (part col.) Nelson
Andersen's fairy tales. New ed. 8 col. il. $2 Small, M.
Anderson, George Wood. Unfinished rainbows and other essays. 12° $1.25 Abingdon
Anderson, Mrs. Larz. Polly the pagan. Page
Anderson, M. B., tr. *See* Dante.
Anderson, Robert Gordon. The isle of Seven Moons. 12° $1.75 Putnam
Anderson, Sherwood. The triumph of the egg. $2 Huebsch
Anderson, Sherwood. Windy McPherson's son. New and rev. ed. $2 Huebsch
Andress, J. Mace., and Annie Turner. Rosy cheeks and strong heart: a health reader for the third grade. 30 c. Macmillan
Andrews, C. E. Old Morocco and the forbidden atlas. Doran
Andrews, Mary Raymond Shipman. His soul goes marching on. 75 c. Scribner
Andrews, Nelson. Finding youth. $1 Atlantic
Andy Ardlon. Leland, R. D. 50 c. Four Seas
Angel of terror, The. Wallace, E. $1.75 Small, M.
Angels and ministers. Housman, L. $1.50 Harcourt
Anglican orders, Bishop Barlow and. Barnes, A. S. Longmans
Angling, Adventures in. Heilner, Van C. $3 (?) Stewart K.
Animal cut-outs from Arkland. Pettee, F. M. 50 c. A. Whitman
Animals of all sorts. 8° 75 c. Gabriel
Animals of the sea. Duncum, M. $2 Nelson
Animals talk, How. Long, W. J. $1.75 Harper
Animals, The minds and manners of wild. Hornaday, W. T. $2.50 Scribner
Animals, Watched by wild. Mills, E. A. $2.50 Doubleday, P.
Anker, Jens. Two dead men. 12° $1.75 Knopf
Annals of a working life, The. Ford, H. $2.50 Doubleday, P.
Anstice, Henry. What every warden and vestryman should know. New ed. 16° 50 c. Gorham
Anthology of Massachusetts poets. Braithwaite, W. S., ed. $1.50 Small, M.
Anthology of the best religious poetry, An. Randolph, A. D. F. $1.75 (?) Putnam
Anthony, Wilder. Hidden gold. $1.75 Macaulay
Apocalypse of John, The. Beckwith, I. T. $2.50 Macmillan
Apology and polemic in the New Testament. Heffern, A. D. $3.50 Macmillan
Apostles, The story of the acts of the. Lynch, D. $2.75 Benziger Bros.
Apostolic age in the light of modern criticism, The. Ropes, J. H. $1.75 Scribner

Apple-tree, The. Bailey, L. H. $2 Macmillan

Appleton, Everard Jack. The quiet courage, and other songs of the unafraid. 3rd ed. $1.25 Stewart K.

Appleton, Victor. Tom Swift and his electric locomotive. 50 c. Grosset & D.

Appleton, W. A. What we want and where we are. $1.50 Doran

Applied chemistry. Peters, F. N. $2.50 Mosby

Arabian nights. New ed. 8 col. il. $2 Small, M.

Archbald, Hugh. Three-hour day in coal. H. W. Wilson

Architecture and industrial arts in old Spain. Mayer, A. L. $7.50 Brentano

Architecture, A history of French. 2 v. Blomfield, R. $25 Scribner

Architecture, The enjoyment of. Hamlin, T. F. $3 Scribner

Architecture, The indispensable handbook of. Fletcher, B. $12 Scribner

Arithmetic, The psychology of. Thorndike, E. L. Macmillan

Arius the Libyan. Kouns, N. C. $2 Appleton

Arlen, Michael. The romantic lady. 12° $1.90 Dodd, M.

Armitage, F. P. Diet and race: anthropological essays. il. 8° $2.25 Longmans

Army, The building of an. Dickinson, J. $3 Century

Army, The soul and body of an. Hamilton, I. $5 Doran

Art, A history of Scandinavian. Laurin, C. G. Amer. Scandinavian Found.

Art and business of interior decoration, The. Herts, B. R. $5 Small, M.

Art appeal in display advertising. Parsons, F. A. $6 Harper

Art (History of); The development of man as revealed by. v. 2, Medieval art. $7.50 (?) Faure, Elie. Harper

Art in religious education, The use of. Bailey, A. E. $1.25 Abingdon

Art, Mexican. Leymann, W. $1.25 Brentano

Art of lawn tennis, The. Tilden, W. T. $2 Doran

Art of the moving pictures, The. Lindsay, V. Macmillan

Art of thinking, The. Knowlson, T. S. $1.35 Crowell

Art, Outlines of the history of. Lübke, W. $7.50 Dodd, M.

Art ser., Universal. il. 8° Scribner
New titles: Parkes, K. Sculpture of today. v. 2 $9.50—Sullivan, E. J. The art of illustration. $8.50

Ascent of Calvary, The. Perroy, Père L. $1.50 P. J. Kenedy

Ashes of achievement, The. Russell, F. A. $1.90 Brentano

Ashley, Roscoe Lewis. The practice of citizenship. Macmillan

Asia at the crossroads. Powell, E. A. $3 Century

Aspects of Americanization. Bierstadt, E. H. $2 (?) Stewart K.

Asquith, Margot: an autobiography. 1 v. ed. il. 8° $4 Doran

Assets of the ideal city. Fassett, C. M. $1.50 Crowell

Aston, F. W. Isotopes. il. 8° $3.25 Longmans

Astronomy. Hawks, E. $2 Nelson

At the cross roads. Comstock, H. T. $1.75 Doubleday, P.

At the moment of death. Flammarion, C. $3 Century

Atherton, Gertrude. Sleeping fires. $1.90 Stokes

Atkey, Bertram. Winnie O'Wynn and the wolves. il. 12° $1.75 Little, B.

Atkinson, Charles E. Lessons on tuberculosis and consumption. il. 12° $2.50 Funk & W.

Atlas, Historical. Hammond. $4 Hammond

Atlas, New handy general. Phillips. $35 Hammond

Atlas of economic geography, Business. $2 Hammond

Atlas of the world, Mercantile marine. $55; $45 Hammond

Atlas of the world, Modern. il. fol. $3 Hammond

Atlas of the world, Pocket. Hammond. $1 Hammond

Atlas, The Scripture. 75 c; $1 Hammond

Atmospheric nitrogen, The fixation of the. Knox, J. $1.25 Van Nostrand

Auction bridge made clear. Foster, A. E. M. $2 McBride

Auction bridge, New. Elwell, H. D. $2 Brentano

Auction for two and three. Work, M. C. Winston

Auction hands, The play of. Denison, E. E. $2 Lothrop, L. & S.

Auction, Modern. Montgomery, G. G. $1.50 Scribner

Auction player, The complete. Irwin, F. $2.50 (?) Putnam

Aughinbaugh, William E. Advertising for trade in Latin-America. il. 8° (Century foreign trade ser.) $3 Century

Authors, Bibliographies of modern. Danielson, H., comp. $4

Automobile Blue Books 1920. New eds. ea. $4 Automobile Blue Books
Contents: New York and New England—Middle Atlantic and southeastern—Middle western—Western and transcontinental.

Automobile repairman's helper. 2 v. William. ea. $3 U. P. C.

Automobile, truck and car painting. Hillick, M. C. Baird

Automotive repair. Wright, J. C. Wiley

Ave Maria (Tu eres la pas). Sierra, G. M. $2 Badger

Ayers, James J. Gold and sunshine. il. 8° $3 Badger

Ayres, Ruby M. The phantom lover. Watt

Ayres, **Ruby M.** The second honeymoon. Watt

Ayres, **Ruby M.** The uphill road. Watt

Ayres, **Ruby M.** Winds of the world. Watt

Ayscough, John. Pages from the past. 8° $2.50 Longmans

Bab ballads, The. Gilbert, W. S. $1.50 Putnam

Babbitt, Ellen C. More Jataka tales. 33 il. 12° $1.25 Century

Babe in the manger, and other stories, The. Stein, E. Page

Babenroth, A. Charles. English childhood. 12° $2 Columbia Univ.

Baby, Health care of the. Fischer, L. $1 Funk & W.

Baby's biography, The new. Kaplan, A. O. $2.50; $3 Brentano

Bacheller, Irving. The light in the clearing. New ed. (Popular copyrights) 75 c. Grosset & D.

Backsliders, The. Lindsey, W. $1.90. Houghton M.

Bacon, Mrs. Albion Fellows. Consolation. 75 c. Atlantic

Bacon and Hamor. American fuels. McGraw-Hill

Bacteriology, A compend of. Pitfield, R. L. $2 Blakiston

Bacteriology, clinical and applied, A manual of. Hewlett, R. T. $6 Macmillan

Baedeker, Karl. Dominion of Canada, with Newfoundland and an excursion to Alaska. New, rev. and enl. ed. 12° $2.50 Scribner

Baedeker, Karl. Switzerland, including adjacent portions of Italy, Savoy, and the Tyrol. New and rev. ed. $4 Scribner

Bagley, William C. *See* Beard, Charles A.

Bagster comprehensive teachers' Bible, The new. Pott

Bailey, Albert Edward. The use of art in religious education. 8° (Community training ser.) $1.25 Abingdon

Bailey, E. H. S., and H. S. Food products from afar. il. 8° $3 Century

Bailey, Elmer J. Religious thought in the greater American poets. $1.50 Pilgrim

Bailey, H. C. His serene highness. $2 Dutton

Bailey, Liberty Hyde. The apple-tree. il. 12° (Open country ser.) $2 Macmillan

Bailey, Liberty Hyde, ed. Cyclopedia of farm animals. Reissue. il. 8° $6 Macmillan

Bailey, Liberty Hyde, ed. Cyclopedia of farm crops. Reissue. il. 8° $6 Macmillan

Bailey, Margaret Emerson. The value of good manners. $1.75 Doubleday, P.

Bailey, William Louis and Hewitt, Clair John. Pastor's manual of survey and program. 8° $4.50 Meth. Bk.

Bain, Charles Wesley, ed. Poems of Ovid. Selections. $1.60 Macmillan

Baird, George M. P. Mirage. (Stewart Kidd modern play ser.) Stewart K.

Baker, Edna Dean. Parenthood and child nurture. 8° $1.50 Macmillan

Baker, Franklin T., and Thorndike, Ashley H. Everyday classics: Primer; First reader; Second reader. il. 12° (Everyday classics ser.) Macmillan

Baker, George P., comp. Representative modern plays. $1.40 (?) Scribner

Bakers, Recipe book for. Baxter. Laird & Lee

Balance, The. Orcutt, W. D. $1.90 Stokes

Baldwin, Mrs. Maud Junkin. The children's division of the little Sunday school. (Westminster graded guide book ser.) 60 c. Presbyterian Bd.

Balkan peninsula, The. Schevill, F. $4 (?) Harcourt

Bamberg, Rev. A. H. Popular sermons on the catechism. 3 v. $8.50 Benziger Bros.

Bancroft, Edith. Jane Allen: senior. 12° $1.50 Cupples & L.

Banking and business. Willis, H. P. $3.50 (?) Harper

Banking and business ethics. Borden, W. E. $1.35 Rand McN.

Banking and credit. Dewey, D. R. $5 Ronald

Bantuland, In the heart of. Campbell, D. $5 Lippincott

Baptism of children, The. May, W. J. 40 c.; 25 c. Abingdon

Barbary. Scott, A. M. $3.50 Dodd, M.

Barbee, Lindsey. The story of Gamma Phi Beta. il. $1.50 Banta

Barber, E. A. *See* Powell, J. N.

Barbour, Ralph Henry, and Holt, H. P. Over two seas. 12° $1.75 Appleton

Barclay, Florence L. The upas tree. (Popular copyrights) 75 c. Grosset & D.

Barclay, (Florence L.), The life of. By one of her daughters. 24 il. 12° $3 Putnam

Barker, Granville. Exemplary theatre, The. 12° $2 Little, B.

Barlow (Bishop) and Anglican orders. Barnes, A. S. Longmans

Barnes, Rt. Rev. Arthur Stapylton. Bishop Barlow and Anglican orders. 8° Longmans

Barnes, T. Alexander. The wonderland of the Eastern Congo. 8° il. $4.50 (?) Putnam

Barnett, Ada. The man on the other side. 12° $1.75 Dodd, M.

Barnett (Canon); His life, work, and friends. By his wife. 16 il. 8° $2 Putnam

Barraud, Rev. C. Meditations on the mysteries of our holy faith. 2 v. $4.50 Benziger Bros.

Barrie, J. M. Plays. New ed. Scribner
Titles: Alice sit-by-the-fire—A kiss for Cinderella—Quality Street—The admirable Crichton—What every woman knows. ea. $1; $2. Echoes of the war—Half hours. ea. $1.25; $2

Barrow, Sarah Field. The medieval society romances. 12° $2 Columbia Univ.

Barry, J. G. The office and work of the Holy Spirit. New ed. 12° $2 Gorham

Bartholomew. Chalk talks and crayon presentation. F. J. Drake
Bartlett, Henrietta, ed. William Shakespeare: Original and early editions of his quarto and folios, his source books and those containing contemporary notices. 8° Yale
Bartley, Nalbro. The gorgeous girl. (Copyright fiction) 75 c. Burt
Bartley, Nalbro. The gray angels. (Copyright fiction) 75 c. Burt
Barton, (Clara), The life of. 2 v. Barton, W. E. $10 Houghton M.
Barton, William E. Life of Clara Barton, The. 2 v. il. 8° $10 Houghton M.
Baseball Joe, home run king. Chadwick, L. $1 Cupples & L.
Basket ball. Wardlaw, C. D. $2 Scribner
Basset, Sara Ware. Ted and the telephone. il. 12° (Invention ser.) $1.65 Little, B.
Bateman, H. M. A book of drawings. $3.50. Holt
Bau, Mongchien Joshua. The foreign relations of China. 8° $4 Revell
Baumann, A. A. The press. (The world of to-day ser.) $1 Oxford
Baur, Paul V. C. Catalogue of Greek and Italian vases in the Rebecca Darlington Stoddard collection of Yale University. 4° Yale
Bax, Clifford. *See* Rubenstein, H. F.
Baxter. Recipe book for bakers. New ed. Laird & L.
Bealby. Wells, H. G. Macmillan
Beard, Charles A. The economic basis of politics. 12° $1.50 Knopf
Beard, Charles A., and Bagley, William C. Our old-world background. Macmillan
Beaty, John O. John Esten Cooke, Virginian. 12° $2 Columbia Univ.
Beaty, John O. *See also* Hubbell, Jay B.
Beautiful and damned, The. Fitzgerald, F. S. $2 Scribner
Beautiful Mrs. Davenant, The. Tweedle, V. 75 c. Burt
Beaverbrook, Lord. Success. $1.25 Small, M.
Beck, Joseph C. Applied pathology of nose, throat and ear diseases. 150 il. $7 Mosby
Beck, L. Adams. The ninth vibration. 12° $2 Dodd, M.
Becke, Louis. Edward Barry. New ed. Page
Becker, Carl. The Declaration of Independence. $2 (?) Harcourt
Beckwith, Isbon T. The Apocalypse of John. New ed. 8° $2.50 Macmillan
Beebe, Lucius M. Fallen stars. $1.50 Cornhill
Beer, Thomas. The fair rewards. 12° $2.50 Knopf
Beerbohm, Max. A survey; fifty-one cartoons. $4 Doubleday, P.
Beerbohm (Max) in perspective. Lynch, B. $3.50 Knopf
Beetles, More. Fabre, J. H. $2.50 Dodd, M.
Begbie, Harold. The ways of laughter. 12° $2 Putnam
Behenna, Catherine Arthur. Mystic songs of fire and flame. $1.50 Cornhill
Belding, A. G. Business correspondence and procedure. 12° $1.50 Ronald
Belief in God. Gore, C. $2.25 Scribner
Bell. The telescope. McGraw-Hill
Belloc, Hilaire. Cautionary tales for bad children. il. 8° $1.50 Knopf
Belloc, Hilaire. The House of Commons and monarchy. 12° $2 Harcourt
Belloc, Hilaire. The Jews. 8° $3 Houghton M.
Bells of the blue pagoda, The. Cochran. Presbyterian Bd.
Belonging. Wadsley, O. 75 c. Burt
Belshazzar court. Strunsky, S. $2 Holt
Beman, Lamar T. Current problems in taxation. (Handbook ser.) $2.25 H. W. Wilson
Beman, Lamar T. Study of Latin and Greek. (Handbook ser.) $1.80 H. W. Wilson
Bender, Harold H. The home of the Indo-Europeans. $1 Princeton Univ.
Benecke, E. Polish tales. 16° $1; $1.75 Oxford
Benét, William Rose. The first person singular. $1.75 Doran
Bénézet, L. P. A young people's history of the world war. il. 12° Macmillan
Benham, W. Gurney, ed. A dictionary of classified quotations. 8° $5 Crowell
Benjamin, C. G. *See* Plum, H. G.
Bennet, Robert Ames. Bloom of cactus. (Copyright fiction) 75 c. Burt
Bennet, Robert Ames. Waters of strife. Watt
Bennet-Thompson, Lilian, and Hubbard, George. Without compromise. 12° $1.75 Century
Bennett, Arnold. Mr. Prohack. $1.75 Doran
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BOOK MEDIUMS

A recent survey brought out the fact that in the last two years publishers' advertising increased in volume when that of other industries showed a marked falling-off. Publishers have continued to lead other industries in lineage in the large newspapers even this year.

This has resulted in decided gains in the booksellers' business and has been the means of increasing the amount of news and publicity about books. There are to-day a greater number of newspapers and periodicals which print news and reviews of books, and even the older established book mediums are giving more space to books.

Book mediums have shown a vast improvement in editorial contents and mechanical makeup. Better and more interesting material is presented to book lovers, and modern printing methods have been utilized to make the book pages more attractive in appearance and general appeal.

The circulation of such book sections has gone up by leaps and bounds and they have indeed become a dominant factor in the campaign for the wider and wiser use of books.

Book Business Will Gain

The bookseller can promote sales in his store by using the authoritative reviews of books which appear in good book mediums. It is very helpful to keep a file of recent issues of the important book review mediums in a convenient place so that customers may refer to them. This will be the means often of helping customers find "that book which I saw reviewed the other day." It is business which should not be turned away, as it some times is, when it can be so easily held.

Reprints of book review mediums are now being offered to the dealers at a low cost. Full advantage should be taken of such offers.

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Sidney Williams

Reviews all that is new in the world of books

Every Saturday in

THE NORTH AMERICAN

PHILADELPHIA

"Intelligentsia" and "Cognoscenti"

There was a day when only the special folk designated by those formidable words were presumed to be privileged to discuss literature.

The majority of book supplements catered almost exclusively to them. At least, so one judged by reviews and articles. The ordinary mortal, wading through the marshes of usual book-criticism, found himself going under. Apparently his brow was not high enough for successful exploration.

The Book Page of The Chicago Daily News took quite a different viewpoint.

The Chicago Daily News established once and for all the fact that literature can be treated with dignity, and yet without all the fustian and verbal folderol of literary snobs.

It believed that really good books needed no specialized audience; that they could be appreciated by anyone; and that the kind of criticism that counts is the kind that will explain the true value of a work—whether good or bad—in language that is comprehensible to the casual reader as well as the most determined book-fan.

Such is the criticism always to be found on The Wednesday Book Page of The Chicago Daily News. Authentic reviews in a style of brilliant informality, interesting to every-day persons as well as to the "cognoscenti" and the "intelligentsia."

That is why advertising in The Chicago Daily News sells good books. Publishers, who are the real judges of paying reader-interest, accordingly place the bulk of their Chicago advertising in The Daily News.

Following is the comparative record of book-lineage in Chicago papers for the month of February, 1922:

The Chicago Daily News	**9,369 lines**
Tribune	**4,137 lines**
Herald-Examiner	**2,910 lines**
Post	**7,753 lines**
American	**—— lines**
Journal	**—— lines**

The Book Page reaches EVERY class of reader.

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The World

—and also why The World is one of the country's greatest factors in the distribution of books.

WITH 1922, The World entered upon a notable program of editorial expansion. Among the recent aquisitions to the staff is Heywood Broun, who has been called one of the most brilliant writers in America. His daily column, "It Seems to Me," devoted to worthwhile book reviews, current events and the stage, is a contribution of strength and power to the daily journalism of the country.

Another new World feature is "The Conning Tower" of Franklin P. Adams, otherwise "F. P. A.," whose "colyum" has for many years served as the daily shock absorber for jaded New Yorkers, who found in it each morning that jovial admixture of good nature and sound philosophy that gave them courage to face another twenty-four hours with a smile.

Deems Taylor, himself a musician of note, writes about music for The World, and to the already strong editorial page, which commands pens among the most trenchant in America, there came with the new year Walter Lippmann, who, as an author and Associate Editor of *The New Republic*, has acquired a justified reputation for the sanity, the clarity and the easy understanding of his political philosophy.

The World

Pulitzer Building, New York

Rare Books, Autographs and Prints

ILLUSTRATED art publications, reference books for the connoisseur and French and English literature from the estates of Cyrus Hitchcock of East Orange, N. J., the late Professor Kirby Smith of Baltimore, and the late Charles H. Russell and Edward Brandus of this city, with additions, were sold at the American Art Galleries March 1 and 2, bringing $5,399.50. Prices generally were low.

Three sales take place at the American Art Galleries beginning with the middle of the month. On March 15 and 16 library sets, first editions, art and colored plate books, English and French literature, including the extensive collection of Cruikshankiana formed by the late John P. Woodbury of Boston, will be sold. This sale contains choice and rare books in fine condition, many in bindings by English and Continental masters. On March 17 several consignments will be sold, consisting of books, manuscripts, views, portraits, including rare items relating to California and the Far West from the collections of John Mack of Albany and H. R. Wagner of Berkeley, California. On March 17 and 18 Civil War books, autographs and views, including correspondence of Confederate officials, southern and northern publications, and the Charles B. Reed collection of Lincolniana, will be sold. These three sales, which occur on four successive days, contain many choice books of interest to the book lover, and not a few of real importance to the collector.

A new edition of Boswell's "Life of Samuel Johnson," in ten volumes, printed on Old Stratford paper, limited to 785 sets, bound in boards, half and full levant, to be known as the "Temple Bar Edition," will shortly be published by Doubleday, Page & Company, the sale to be exclusively in the hands of Gabriel Wells, of this city. The illustrations, some fifty in number, including several double-page plates, will be in photogravure and will consist of portraits of Johnson, Boswell and other celebrities, views of places asociated with Johnson's life, memorable scenes in his career, and facsimiles of letters and manuscripts of Johnson and his correspondents. These illustrations, many of which have never been published, are reproduced from the famous collection of R. B. Adam, of Buffalo. The volumes will each contain an introduction in the form of an essay, written by a prominent man of letters or by a Johnsonian authority, especially for this edition under the general editorship of Clement Shorter, editor of *The Sphere* of London. The writers of these essays are as follows: Aleyn Lyell Reade, an English authority on Johnson and Boswell; Augustine Birrell, English author and publicist; Professor William P. Trent, of Columbia University; Gilbert K. Chesterton, English essayist; A. Edward Newton, author of "The Amenities of Book Collecting;" John Drinkwater, English dramatist; R. B. Adam, the owner of the finest collection of Johnsoniana in existence; Walter de la Mare, English poet and essayist; Professor Chauncey Brewster Tinker of Yale University, an American authority on Boswell; and Richard Ashe King, London author and journalist. The volumes will be of medium size, light weight, printed from large type, making, we believe, one of the finest reading editions of this masterpiece that has ever been printed. There will be considerable demand for this set from across the Atlantic as soon as its merits become known and the remainder of the edition is likely to go in a hurry when it is ready for delivery.

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The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a quarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adair's Bookstore, 1715 Champa, Denver, Colo.

Taylor, Indian and Frontier Life.
Taylor, Kalescopic Life.
Loyd, Ency. of Puzzles.
Three Years in Arkansas.

Aldus Book Co., 89 Lexington Ave., New York

Sketch Book of Geoffrey Croyon, 7 parts.
Bigelow, Reduction of Hip Joint Dislocation by Manipulation; please quote again.
Bigelow, Fragments of Medical Science and Art.
Anderson, Windy McPherson's Son, first ed.
Anderson, Mid-Western Chants, first ed.
Anderson, Winesburg, Ohio, first ed.
Butler, Way of All Flesh, first ed.
Clemens, Jumping Frog, first ed.
Clemens, True Story, first ed.
Clemens, Tom Sawyer, first ed.
Clemens, What is Man, first ed.
Bret Harte, All rarer items.
Robinson, Man Against the Sky, first ed.
Robinson, Ed. Arlington, all firsts.
Whitman, Leaves of Grass, first and second eds.
Yellows Book, vols. 2 and 3, original ed.
Wheelock, Eleazer, 5th Narrative, Boston, 1771.

American Baptist Publication Society, 1701-1703 Chestnut St., Philadelphia

Lighted Windows, Crane.
Just Human, Crane.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
Also copies of defunct bee journals and bee books published previous to 1890.

William H. Andre, Suite 607 Kittredge Bldg., Denver, Colo.

Boswell's Life of Johnson, ed. by Roger Ingpen.
Mackey's Encyclopedia of Freemasonry, 2 vols.

Bailey's Book Store, Vanderbilt Square, University Block, Syracuse, N. Y.

Romance of Words, weekly pub. Dutton, originally $2.50
Book on Illumination, pub. by McClurg.

Wm. Ballantyne & Sons. 1409 F St., Washington, D. C.

Darby O'Gill and the Good People.

Barnies' Haunted Bookery, San Diego, Calif.

Architectural Buildings, colored.
Becker, Lewis, Anything.
Belcher, Lady, Mutiny of the Bounty.
Binner, Old Stories Retold.
Gorham, Brother of the Third Degree.
Hansell, Julius, Creation of Life and Its Maintenance.
Hill, D. J., Psychology.
Janvier or Denvier Drafts.
People's Draft Book.
Millar, W., Plastering, Plain and Ornamental.
Münsterberg, Hugo, On the Witness Stand.
Poster Designing, Colored Plates preferred.
Sayce, A. H., Monuments, Facts and Higher Crit. Fancies.
Sunset Mag., May 1916.
Winter, Wm., Poems containing Rubicon.
Send for my list B. W. and F. S.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Disenchanted, by Loti.
The Green Flag, Doyle.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.

The Graves-Ditzler Debate, 1184 pages. (Known as the Great Carrollton Debate.)
Flatland, by A. Square, pub. by Seeley, date unknown.
Wells, Outline of History, vol. 2 only, Macmillan Pub.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.

Amazing Grace, by Kate Trimble Sharber.
The Just and the Unjust, by Vaughan Kester.

The Book Shelf, 112 Garfield Pl., Cincinnati, O.

Lourdes, Zola.

The Bookster, 148 Lexington Ave., New York

Spielhagen Through Night to Light.
Gregorovius, History of Rome.
Pastor, History of the Popes of the Renaissance.
Wycherly and Congreve, Plays.
Mark Twain first editions.

BOOKS WANTED—Continued

The Bookster—Continued

Carryl, Guy Wetmore, Grimm Tales Made Gay.
Powys, Visions and Revisions.
Herman Melville, first editions.
Hegel, Philosophy of History, 2 copies.
Cook, Beautiful Womanhood.
Book on the Round Churches of England.
Byron, Poems and Plays, vol. 1 and 2, Everyman's ed., leather.
Walt Whitman, Poet Liberator of Woman.
Sanborn, Life of A. B. Alcott.
Church, Age of Queen Anne.
Dought, Wanderings in Arabia.
Wetherill, The Wandering Joy.
Lindsay, Handy Guide to Beggars.
Anything else of Lindsay.
Cabell, Genealogies by.
Cabell, all first editions.
Dreiser, all first editions.
Huneker, Chopin, first ed.
Anderson, Sherwood, first eds.
Hergesheimer, Joseph, Lay Anthony.
Hergesheimer, Joseph, all firsts.
Hearn, Lafcadio, first eds.
Roosevelt, T., Any autograph material.
Grolier Club Whistler, 2 vols.
Beerbohm, Max, Anything by.
O. Henry, first eds.
Carrington books.
Bronson Howard, An appreciation, Scribner 1905.

E. P. Boyer, Bourse Bldg., Philadelphia.

Clausewitz, Campaign of 1812 in Russia.
Fain, Manuscript of 1814.
Gourgaud, Campaign of 1815.
Wilson, Russian Army and Campaign in Poland.
Berthier, Campaign in Egypt.

Brandt & Kirpatrick, 101 Park Ave., New York

The Typhoon by Melchior Lengyel.

Brentano's, Fifth Ave. and 27th St., New York

Redhouse, Turkish-English and English-Turkish Dictionary.
Greek Testament, Students Edition With Notes, bound in black leather preferred.
Our Presidents and How We Make Them, Col. McClure.
Great Treason, M. A. M. Marks.
Dishonored, Thed. Gift.
What Men Like in Women, E. J. Hardy.
Calendar of Central America and Mexico, Dr. Daniel Brenton.
The Story of a Loaf of Bread, Doran.
Thompsonian Botanical Therapeutics, Thompson.
Nature's Finer Forces.
With Gypsies in Bulgaria, Macfie.
Log of a Sea Waif, Bullen.
Churchyard Literature, Northend.
Quaint Epitaphs, Safford.
Epitaphs, Richings.
Philosophy of Radio-Activity, Savidge.
Dances of All Nations Musical and Descriptive, Chalif.
The Anatomy of the Horse, J. McFadyean.
Twenty Years of Sinking, John D. Pringle.
Shadowy Waters, W. B. Yeats.
Vegetable Materia Medico, Stofford.
Family Herbal—English Plants, Sir John Hill.
Potters Cyclopedia of Botanical Drugs, F. L. Wren.
Kiel and Jutland, Von Hase.
Iron Master, Ohnet.
A Human Document, W. H. Mallock.
Beauty and Ugliness.
The Return, De la Mare.
Jack's Manual.
The Rea Thumb Mark.
The Vanishing of Man.
History of Irish Literature, Eleanor Hull.
Average Jones, S. H. Adams.
Life's Shop Window.
Song of Songs.
Maternity.
Natalie.
The Elite of New York.
Original Humorous Readings, 1888, E. B. Selden.
Old Court Life in France, 2 vols., Elliott.

Brentano's—Continued

Wing-Meadows and Pastures.
Glints of Wisdom, W. W. Colville.
Napoleon, Sketch of His Life, T. E. Watson.
Conquest of Mexico, uniform edition pub. by Lippincott, Prescott.
The Thirteenth District, Brand Whitlock.
I, Mary MacLane.
Hinduism.
Three Lectures on the Philosophy of Wedante, Max Muller.
History of Christianity, John Abbott.
Wolfville, Lewis.
By Rule of Three, Hubbard.
The Soul Milicent, Cabell.
I, Ames and Others—Orchidaceous.
The Little Cities of Italy, 2 vols., A. Murel.
The Man in Lower Ten, Mary R. Rinehart.
Tom Brown at Rugby—Tom Brown's School Days, Tom Brown at Oxford, fine edition of Porter Coates.
Unleavened Bread, first ed., Grant.
Gentleman from Indiana, first ed., Allen.
Choir Invisible, first ed., Allen.
Eternal City, first ed., Caine.
The Christian, first ed., Caine.
The Children of the King, first ed., Crawford.
White Sister, first ed., Crawford.
Audrey, first ed., Johnston.
Adventure of Francois, first ed., Mitchell.
Plato, 5 vols., Oxford edition, Jowett.
Browning's Studies, Selected Papers, 1895, Berdoe.
Florence in the Poetry of Robert Browning, Benson.
Uncle John's Tour in Europe.
Robert Browning, Chas. Herford.
Egypt, 13 vols., Maspero.
Chartreuse de parme, 3 vols., Stendhal.
The Genius, Theo. Dreiser.
Practical Healing for Mind and Body, Yarnell.
Catherine II., Gribble.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Record of Group VI, 1920-21, City and Country Schools of New York.
Verses of Adelaide Crapsey.
Santayana's Sonnets.
Bolivians of To-day, pub. by Hispanic Society.
Chileans of To-day, pub. by Hispanic Society.
A Noble Rogue, by Orczy.
Oxford New English Dictionary, by Murray, etc.
Mary Wollenstonecraft, by G. R. S. Taylor.

Brown Book Shop, 328 State St., Madison, Wis.

Chamberlain, Methods in Plant Histology, Univ. of Chic. Press.
Jeffry, Anatomy of Woody Plants, Univ. of Chic. Press.
Gibson, Jost's Plant Physiology.
Stevens, Plant Anatomy, third edition.
Sharp, Introduction to Cytology.
Hildebrand, Principles of Chemistry.
Ricardo, Political Economy.
Boswell, Life of Johnson.
Set of Mark Twain.
Set of Modern American Law, Blackstone.
Set of Charles Dickens.

The Burrows Brothers Company, 633-637 Euclid Ave., Cleveland, O.

Modern Dramatists by Dukes.
Kindling by Kenyon.
Making of Poetry by Fairchild.
Poetry Individual by Alexander.
Babyland, bound volumes.
Dictionary, Late T. P. Leather "Internatl." Special
Trollope, Mrs., Domestic Manners of Americans.
Chaucer, Folio ed. before 1700, good copy.
Teuffel's Roman Literature, 2 vols., 1873.
Train, A., Conf. of Artemus Quibble, Scribner.
Talbot (of Shrewsbury) Genealogy.
Smith, F. H., In Thacekary's London, De Luxe ed. only.
Belloc's Tristram and Isuelt, 2 copies.
Thackeray, Set Oxford T. P. Limp. Special.
Hardy, Thos., Set Largest Type, special.
Thompson's Eugene Field.
Abelard and Heloise, Letters, give pub.
Alcoforado, Love Letters Italian Nun.
Audoux's Marie Claire.
Abbott's History French Revolution, 2 copies.

BOOKS WANTED—Continued

The Burrows Bros. Company—Continued

Avery's History U. S., vols. 1-5.
Abbott's Notable Women of History.
American Statesmen, set H. M. & Co., 2 cop.
Anatomy, set Stereoscope Plates, Edinb. Univ.
Archko Volume.
Buck's Mystic Masonry.
Brown's History Wadsworth, Medina Co., O.
Broughton, Rhoda, any cloth novels.
Britannica, Camb., 11th ed., cloth.
Bendire, Life N. A. Birds, 2 vols.
Brookes, F., Life Emily Montagu, 1769, 4 vols.
Battershall Bk. Bindings for Biblioph., 1915.
Barr, Amelia, Prisoners of Conscience.
Bank's Immortal Hymns, also Songs.
Allison, The Delicious Vice, 16 Mo. Boards.
Browning, 12 vols., In Box, Crowell.
Bayley's Lost Language of Symbolism, 2 vols.
Bouvier's Law Dictionary, sound set.
Book of Knowledge, sets.
Cooper, cheap, nice set.
Speaker's Commentary, Numbers, Kings, Chron.
Moore's, Britton's Old Clocks.
Crane, Frank, In Shrine of Silence.
C. C. Coffin's Days and Nights Battle Field.
Chamberlain's Life of Kant.
Clappe, Wind Band Instruments.
Lavignac's Music and Musicians.
Carleton, Will Y. F., Centennial Rhymes, 1876.
Carleton, Geraldine, A Romance in Verse.
Cox, Palmer, Squibs of California, Ev. Day Life.
Church's Stories of English History.
Cook's Florence Nightingale, 2 vols.
Thayer's Concealing Colorization Animals.
Cobb, Sylvanus, Old Novels by.
Twain, Mark, first eds., and Conn. Yankee, Octavo.
Fisher Hawks and Owls of U. S.
International Dicty., Recent eds., several.
The Dog Book, Describe, give pub.
Dumas, Three Musketeers, Leloirs Illus.
D'Artagan Series, Dumas, L. B. & Co., not Pop. ed.
Dobson, A., 18th Century Vignettes, 1st or Best ed.
Douglas, J., Old France in the New World, 2 copies.
Dante, Fine illustrated Italian set.
Davis and J., Penetralia, set, Gt. Harmonia.
Davis, Miss Salima Lou.
Dicken's Good Chapman Hall ed., give date.
Dumas, Les Trois Mousquetaires, Leloir Engs.
Gwathney's Aenesthesia.
Walker, W. H., Faithful Witness.
History of Fayette Co., Pa.
Garnett & Goss, English Literature, 4 vols.
Galen's Gesammte Werke, 12 vols., German.
Geraldine, Hopkins, Fine tree calf only .
Graetz, History of the Jews, set.
Harmonics of Evolution, Orig. Illus. ed.
Holmes, Art of the Book Studio.
Leroy-Beaulieu, Israel Among Nations.
Kardec, Spirits Book, Mediums Book.
Lang's History Scotland, fine clean set.
Lexer and Bevan's General Surgery.
Lover, Handy Andy, 2 vols., Engraed Plates.
Lewes, History Philosophy. 2 or 1 vol. ed.
Lyon's Colonial Furniture.
Heliogabalus.
McGuvvey's 1st, 2nd, 3rd readers, old. eds.
March's Thesaurus.
Monvel, Joan of Arc, English.
Mason & Gregory's Orchestral Instruments.
Mead, G. R. S., Any Occult Books by.
Mallory, Morte D'Arthur, Temple ed., leather.
Morte D'Arthur, ed. by Scudder.
Mott's Speech and Song, Harper's 16mo.
Julia Moore's Poems.
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James Psychology 2 vols.
Philosophy and Psychology of Human Relations.
Jowett's Plato, 5 volume Englis ed.
Partons, Life Jackson, 2 vol. Octavo.

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Jones, Social Law in Spiritual World, 2 copies.
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St. Beuve, Causeries, English.
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Samuel, R., Seven the Sacred Number.
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Wilson's Tune Will Tell, Nat. Temp. Pub. Co.
Wilkinson's Anc. Egyptians Birch ed., 3 vols., col. pl.
Wallace, Ben Hur, 2 vols., cloth.
Walton's Angler, Facsimile of 1st, also others.
Wilson's Lights and Shadows Scottish Life.
Annals of York Co., Pa.
Roosevelt Wks., Sets.
Fairy Tales from "Life," (Periodical).
Butler, Sam'l, Life and Habit.
Donnelly's Atlantis, 3 copies.
Waverley Novels, good half morocco or calf set.
McMasters, U. S., 8 vols.
Stockton, Adv. Capt. Horn.
Bouchet's The Printed Book.
Hutchinson, Living Races of Mankind.
Hakluyt's Voyages, set.
Lloyd's Etidorpha, Octavo illus. ed.
Cassell's Ency. of Photography.
Music of Mod. World, 28 vols.
Clark, E. N., The Man with the Hoe, pub. Ohio Farmer.
Howells & Perry, Lib. Univ. Adv. by Sea and Land, 1 vol.
Pasteur Life, 2 vol. ed.
Plautus, vol. 2, Bohn Liby.
Corson's Aims to Literary Study, 16mo, 2 copies.
Nicolay & Hay, Life of Lincoln, 10 vols., Century.
Amiels Journal, 2 vol., ed., Macmillan.
Prentiss, Mrs., Susy's Six Birthdays.
Riddle, A. G., Lawyer and Student.
Riddle, A. G., House of Ross.
Keppel's Golden Age of Engraving.
Virginian Convention Debates, Richmond, 1805.
De Foe, Moll Flanders, Roxanna.

Callahan Book and Stationery Co., 164 South Main St., Salt Lake City, Utah

Schmidt's Prophet of Nazareth.
Keims, Hist. of Jesus of Nazareth.
Ingolsky, Legends, by Barham.
Genius, by Margaret Potter.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Captain W. F. Drannan, Chief of Scouts.
With Sully Into the Sioux Land, Hanson.
Leonard's Narrative, ed. by W. F. Wagner.
Forrester, Warwick Woodlands.
Forrester, My Shooting Box.
Forrester, Deer Stalkers.
Curle, Shadow Show, first ed.
Crowds, Lee.
Iron in All Ages, Swank.
Romance of Steel, Casson.
Pendergast, Cromwellian Settlement of Ireland.
Matthews, American Army and Blue Book.
Ayesha, or Return of She, Rider Haggard, 2 copies.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

New International Cyclopedia, last ed., cl. or half mor.
Melville, Moby Dick, also other books by him.
Peirce, Masterp. of Modern Drama, vol. 1.
Allen, Physiological Aesthetics.
Goodwin's Open Sesame, vols. 1 and 3.
Bryant's Forms in Civil Actions.

Central Book Co., 93 Nassau St., New York City

Rutherford, Institutes.
Amos, Jurisprudence.
Burlamaqui, Institutes.

BOOKS WANTED—*Continued*

Chicago Public Library, Chicago, Ill.

Lewis, M. G., The Monk, 3 vols. in one, Illus. with 24 engravings.

City Book Co., 6 East Pleasant St., Baltimore, Md. [Cash]

Heliogabulus, by Mencken and Nathan.
Damn, by Mencken.
Another Book on the Theatre, Nathan.
Jane Austen and Her Friends.
Shorter, Charlotte Bronte and her Circle.
Hastings' Bible Dictionary, 1 vol. edition.
Valley of Fear, Conan Doyle.
Copies of Dumas, in English.

City Library, Springfield, Mass.

Buchanan, A Woman's Way.
Caverly, Historical Sketch of Troy, N. H., and her Inhabitants.
Howard, How to Rest.
Hunter, Stiegel Glass, Houghton.
Klein, The Third Degree.
London, God of His Fathers and other stories.
Newcombe, Constructive Figure Drawing.

The John Clark Co., 1486 West 25th St., Cleveland, O.

Bosanquet, Principle of Individuality and Value.
The English Hexapla.
Hays, Wm. S., Poems and Songs. pub. in Louisville, Ky.
McClure, Lincoln and Men of War Times.
Progressive Teacher, Jan., 1916.
Traill's Social England.
Wisconsin Historical Society's Proceedings at 39th, 53d, 56th, 58th, 59th Annual Meetings.
Woodbury, Levi, Writings.
Beckford's Vatek.
Doyle's Mystery of Cloomba.
Fairchild, The Making of Poetry
Ferrier, Susan, Marriage.
Fielding's Jonathan Wild, 1921.
Forster, Downfall of the Roman Empire.
Fry, Educational Dramatics.
Gibbs, Soul of the War.
Bowdoin College Library Bulletin, vol. 1.
Cassell's National Library, vol. 64.
Library of English Classics, containing Sheridan's Duenna.
Overlach, Foreign Financial Control in China.
Shelley, Mary, Frankenstein.
Smollett's Humphrey Clinker, Dutton.
Smollett's Roderick Random, Dutton.
Talbot, Moving Pictures.
Windle, Life in Early Britain.
Complete sets of Balzac, Hugo, Dumas, De Maupassant, in cloth bindings at reasonable prices.

David B. Clarkson Co., 2533 South State St., Chicago, Ill.

Hoffding, Problems of Philosophy.
Hunter, Violence and the Labor Movement.
Royce, Outlines of Psychology.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Luce's Seamanship.
Sheet Anchor or Kedge Anchor.
Benedict, Shorthand.
Plain Talks about Protestantism of Today, Donohoe.
Philosophy of Mysticism, Du Prehe.
Woman of Fire.
Any by Louise Imogen Guiney.
Game Fowl, History, Care, Cooper.
Diamond and Diamond Cutting, Catell.
The World Machine, Karl Snyder.
Forrest Life and Forrest Trees, Springer .

Columbia University Library, New York City

Arts and Decoration, December 1919, vol. 12, no. 2.

Columbia University Press Bookstore, 2960 Broadway, New York City

Thomas Aquinas, Of God and His Creatures.
Encycl. Britannica, 11th ed., cl.
Child, Life of Isaac T. Hopper.
Cournot, Researches into the Mathematical Principles of the Theory of Wealth.
Hegel, Philosophy of History.
Glover, Studies in Virgil.
Anderson, Spicers, Archit. of Greece and Rome.

The John Crerar Library, Chicago Ill,

Annals of the American Academy of Political and Social Sciences for January, 1921.

Jeremiah F. Cullen, 15 South Ninth St., Philadelphia, Pa.

M'Liss, Bret Harte, 2 copies, 1st.
Lost Gallon, Bret Harte, 2 copies, 1st.
Out Croppings, Blue Cloth, 1st.
Jones, Hist. of Juniata Valley.
Indiana County, any.
Bryan, J. Q., Princ. of Filling Teeth, with Porcelains, N. Y., 1900.
Gentry, Nests and Eggs of the Birds of the U. S., bound or in parts.
Hist. of the Mantgr. of Leather, by Davis.
Sister Carries, 1900 ed.
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Last Words, Digby Long & Co., 1902.
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Baudrillart, A., Catholic Church, Renaissance and Protestantism.
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Smith, Geo. Adam, Jerusalem, Pub. by Doran.

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October Yale Review, 1921.
Report of Secretary and Treasurer Benjamin Rush, 1827.
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Old China, A magazine published by the Keramic Pub. Co., complete set, bound or unbound, for 1902-3-4.

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Springfield, Mass., Directory, 1920 and 1921.
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Nebraska Historical Society Collections, vols. 3, 4, 1892; vol. 5, 1893; vol. 3, 1899; vol. 5, 1902; part 1, vol. 1, Second Series, 1894-5.
Lachrymae Christi.

Oxford University Press, American Branch, 35 West 32nd St., New York City

The Knickerbocker, May, 1839.

Pasadena Public Library, Pasadena, Calif.

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Brown's Index Digest, Lancaster, Pa., 1902.
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Country Life, English, Nov. 10, 1917.
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Am. Journal Education, ed. Barnard, set or run.
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Buck, Cosmic Consciousness.

University of Pennsylvania Library, Philadelphia, Pa.
Annals Am. Acad. Pol. Soc. Sci., Jan. and March, 1921.

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Venerable Henry Law, M.A., Christ Is All, the Gospel of the Pentateuch in Numbers and Deuteronomy, pub. by J. W. Weston, England, about 1860.

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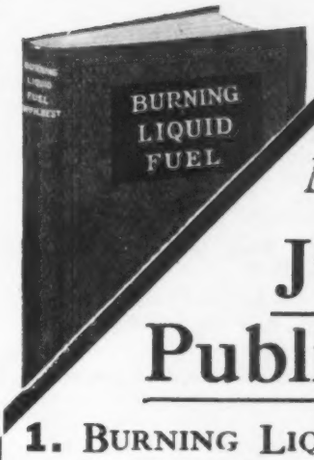

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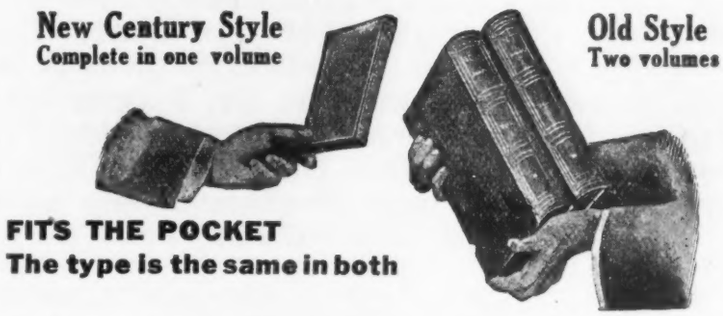

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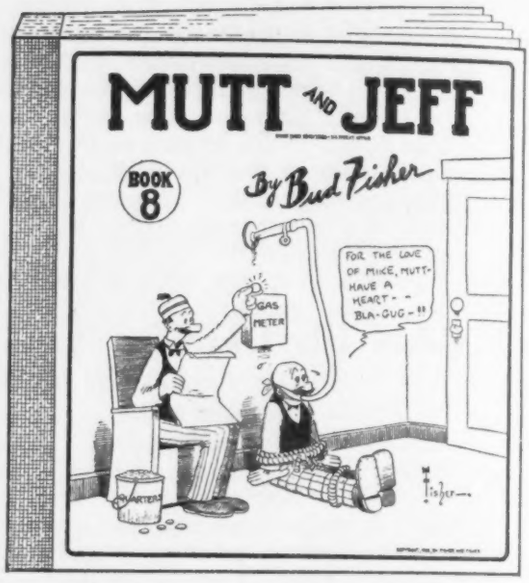

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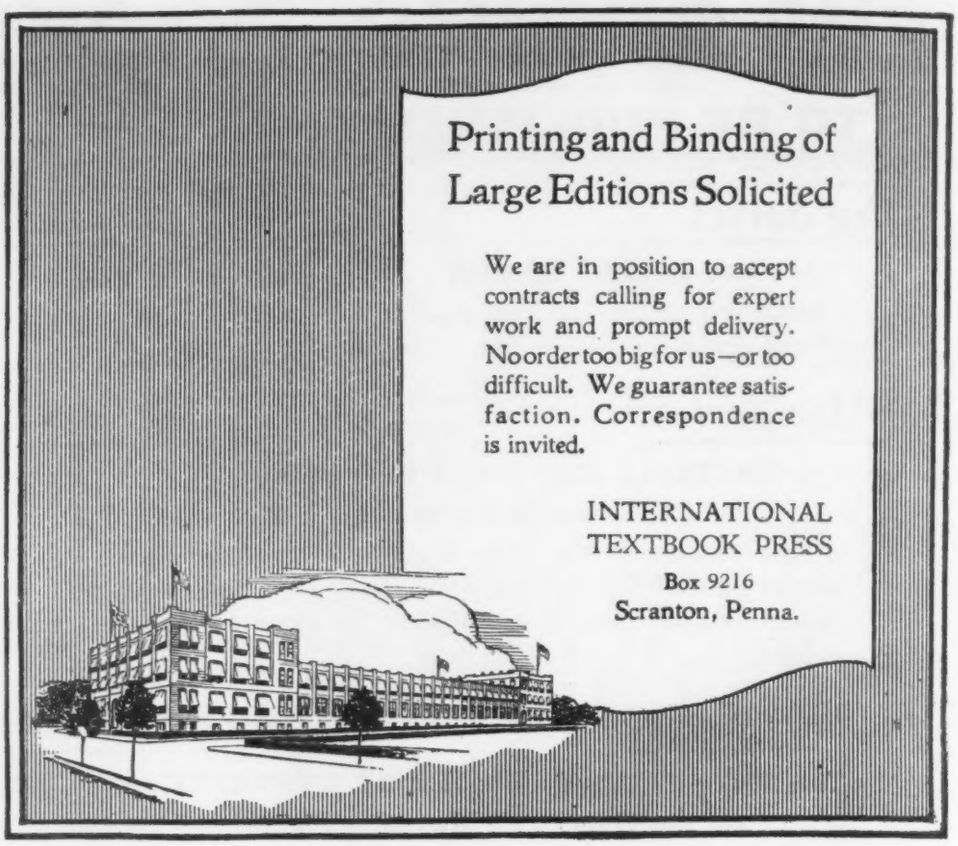

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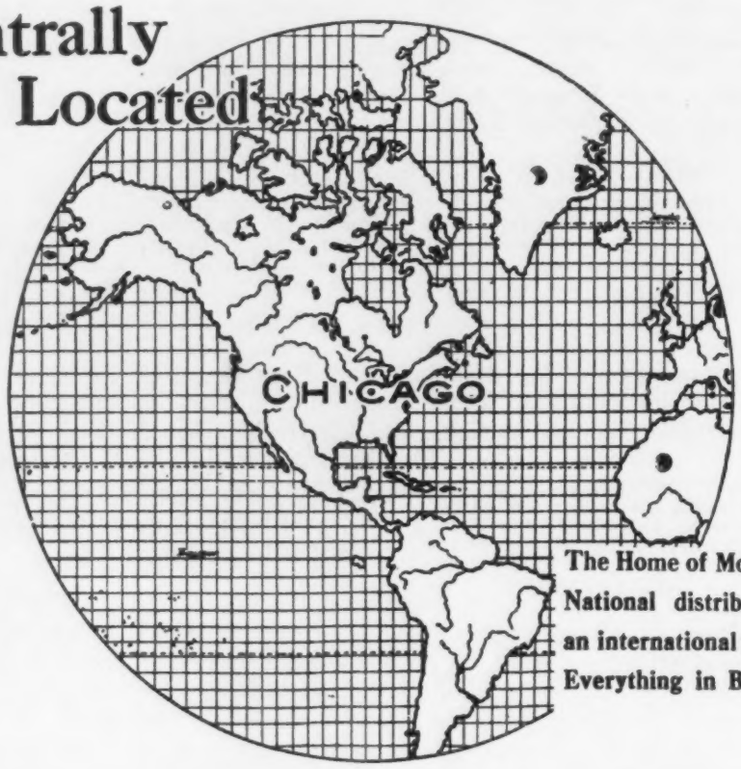

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